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Oil money opens Trucial States Market

August 20, 1962

November Trade Mission to Italy

Large scale packaging

Planning and designing an official U.S. exhibit in an international trade fair has been aptly called a large scale packaging operation for better merchandising of American-made products. (top) Office of International Trade Fair planning-group meet to decide on pavilion content and theme story-line. (right) A flexible plastic screen created by the OITF staff for one of the pavilions they designed. (below) One of several expert designers on the OITF staff. (bottom) Design division presenting final plans at Interagency meeting. Story on page 14 describes Commerce Departments trade fair activities.

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UNITED STATES OF AMERICA

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About the Cover

Italian fair visitors never fail to crowd around exhibits of U.S. products, showing their interest in American-made merchandise. Photo taken at Milan is typical of European Trade Fairs.

International Commerce

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Business Bulletins *from around the world*

ARGENTINA—Government removes emergency 20% surcharge and 100% prior deposit requirement on imports of agricultural seeds.

AUSTRALIA—Requests for temporary tariff protection on following imports filed recently with Department of Trade by Australian firms: Thermoplastic floor and wall tiles; fluorocarbons; cotton sheeting; cotton pillowcases; towels and toweling; glazed ceramic tiles; bisphenol A; iron and steel chain.

CANADA—Nationalist China trade mission traveling throughout Canada for past month observing latest Canadian industrial developments, familiarizing Canadian industrialists with investment climate in Taiwan (Formosa), and exploring ways to expand trade volume.

ECUADOR—U.S. engineering firm—Gannett, Fleming, Corddry, & Carpenter, Inc., of Harrisburg, Pa.—has contract with Municipality of Quito to conduct engineering studies leading to first stage of expansion of Quito's potable water supply system. Estimated first-stage construction value, $8.5 million. Quito, financing the studies, is to furnish land and water.

FINLAND—New 10% tariff cut on industrial and certain other goods entering Finland from other European Free Trade Association countries effective August 1. Cut brings Finland's total preferential reduction on goods from EFTA countries to 40% on established duty rates, level already reached by all other EFTA countries except Norway. Norway's preferential reduction for goods from EFTA countries to become 40% on September 1.

FRANCE—Sub-Aviation plan to mass-produce 4-place light metallic aircraft may seriously affect sales of U.S. manufactured small planes in European markets.

Armco Steel's new factory at Abbeville is producing gates and safety highway barriers, special steel sheet, and arched drains for culverts, replacing arched concrete.

HONG KONG—U.S. Department of Agriculture specialist has visited Hong Kong to discuss ideas for expanding already substantial U.S. frozen poultry exports to Hong Kong.

INDIA—Total of 200,000 tons of Burmese parboiled rice to be imported this year and next primarily for consumption in Kerala State under new agreement between India and Burma. Payment to be in pounds sterling.

Caltex granted permission to increase crude throughput from present 17,770 barrels to capacity of 21,000 barrels daily until September 30 pending successful conclusion of negotiations on proposed refinery expansion.

Government reportedly has shelved small, low-cost auto project as unessential and unnecessary drain on scarce foreign exchange reserves. Not included in Third Plan.

Ministry of Mines and Fuel considers long-term agreements with some foreign countries for exchange of mineral resources and technical knowledge to intensify mineral exploration.

To improve quality and reliability of Indian export products Government forms Export Inspection Advisory Council, composed of members representing Government ministries and semi-Government agencies, to advise on quality control and preshipment inspection.

U.S.S.R. opens technical center in New Delhi to train operators for Soviet tractors and agricultural machinery. Estimated 4,100 Soviet tractors being used in India.

INDONESIA—General Managing Board for State Electric Companies states coking coal imports—valued at about $1.6 million annually, mostly from Europe and the United States—no longer necessary, as coking coal from State-owned Umbilin mine in western Sumatra has been found comparable in quality to imported coking coal.

LIBYA—Tripolitania's Nazir of Public Works to invite bids in September for construction of terminal at Tripoli's Idris Airport. Project cost estimated at over $2.8 million. Only bids from internationally known firms to be considered.

LUXEMBOURG—Clipper Manufacturing Co., Kansas City, industrial saw producer, to establish plant in Bascharge to supply entire Common Market area. Amsted Industries International S.A., Prudential Plaza, Chicago, to set up office to handle export sales for its American operations. Commercial Hydraulics of Dierkirch (Subsidiary of Commercial Shearing & Stamp Co., Youngstown, Ohio) to expand its plant now under construction. This plant soon to be in production, as will that of another U.S. firm—Circuit Foil—recently established in Luxembourg.

NEPAL—Construction reportedly underway on Soviet-financed cigarette factory at Janakpur in southern plain.

NETHERLANDS—Dutch concern Thomassen en Drijver Blikemballagefabrieken N.V., in cooperation with four other companies (French, German, Belgian, Italian) specializing in tin and aluminum packaging, has founded Europe Emballage S.A., Paris. The five companies have licensing agreements with an American firm, Continental Can Co., for Common Market area and have been exchanging technical data.

PHILIPPINES—In inaugurating Shell refinery in the Philippines, President Macapagal called on petroleum companies in the Philippines to produce petrochemicals for local consumption and export to other Southeast Asian countries.

SWITZERLAND—To promote exports of fertilizers to developing countries, 10 European nitrogen producers have established in Switzerland a company which will accept as part payment products of those countries. Merger also strengthens position of the 10 firms against strong U.S. and Japanese competition on world market.

URUGUAY—Until September 10, Government has freed from customs duties, related taxes, and surcharges imports of alfalfa, oats, barley, rye, corn, millet, sorghum, hay, brans, linseed expellers, sunflower expellers, linseed meal, sunflower meal, and peanut meal.

How to let the Trade Mission work for you

Answer 9 questions and the wheels start turning

American manufacturers and exporters are urged to utilize the services of a U.S. Trade Mission to Italy this fall to test the sales potentialities of their products.

This opportunity is offered through the Business Proposal (BP) service of the U.S. Department of Commerce Trade Missions program.

If you have a product or service to sell, if you are looking for an agent or distributor, or if you wish to explore another kind of business arrangement in Italy, simply write a letter to the U.S. Department of Commerce or to your Commerce Field Office.

Your business proposal, but not your firm name and address, will be published in summary form in a booklet which will be distributed to thousands of Italian businessmen during the visit of the Trade Mission.

Your proposal will be discussed personally by Trade Mission members with interested and reputable Italian businessmen who will be furnished with your firm name and address and advised to communicate directly with you. You will be notified by the Mission Director of the Italian firms which were interested in your proposal.

To submit a business proposal, answer these nine questions on your company's letterhead before October 1st.

Do you now have business connections in Italy or are you represented there? (If you have an exclusive representative, the Trade Mission cannot locate another agent for you.) If you are represented, by whom?

Have you had previous business experience in Italy?

What products do you wish to sell or what purchase in Italy, and/or what type of business transactions do you wish to make? Please describe products in detail.

Do you wish to obtain an agent in Italy, or do you prefer to export directly?

Do you prefer to import for your own account or to act as an agent?

Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

The United States will send a Trade Mission to Italy November 10-December 15th.

Members of the mission are specialists in automated processes; instrumentation; precision machine tools; packaging machinery; and air conditioning equipment.

Business proposals must be received by the Department of Commerce Trade Mission Division by October 1st. See the accompanying story for more details.

The mission will visit Rome, Milan, Turin, Genoa, Bologna, and other key industrial and commercial centers of Italy.

Members of the mission will be in Washington for orientation October 15-18.

Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.

To what extent are you prepared to sell on long-term credit?

What type of company would be qualified to transact your business?

Don't hesitate to illustrate your proposition by including catalogs and brochures along with indications of the size and scope of your operations.

Send all information (an original and two carbon copies) to Director, U.S. Trade Mission to Italy, Trade Missions Division (I.R.), Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

Italian bank deposits up, investments at high level

Italy's financial situation at mid-1962 showed a continued high level of investment, financed to a large extent from security issues in the capital market. Bank deposits also increased, but at a less rapid rate than bank lending. These developments, plus uncertainty about the impact on the market of proposals to establish a new state electric company, raised some doubts regarding the future ability of the market to supply financing for expanded private and public investment.

Although the budget deficit on an accounting basis was considerably reduced from the same period a year ago, on a cash basis there was a somewhat reduced surplus. Balance of payments performance has been somewhat less favorable through May as a result of adverse movements in the capital account which more than offset improvements on current account. Foreign reserves declined slightly during this period.

Italian report shows foreign trade growth

U.S. holds number two spot as supplier; third as buyer

Preliminary data for the second quarter of 1962 indicates a continuation in the growth of Italy's foreign trade, despite a seasonal decline in April.

During the first four months of 1962 Italy's imports from the U.S. decreased by 3.1% from the corresponding months of 1961 (when there were large emergency imports of U.S. wheat). For the four months, Italy's exports to the U.S. increased by 24.2%. However, in April the U.S. continued to be Italy's second largest supplier, accounting for 14.8% of Italy's total imports, and ranked as Italy's third buyer with 8.7% of Italy's total exports.

The trade deficit for April was about $114 million (an increase of $11 million over the trade deficit of April 1961). Both exports and imports registered substantial increases, over April 1961. For the first four months of 1962, exports increased by 15% (to about $1.5 billion) and imports by 11% (to about $1.9 billion) with a slight reduction in the trade deficit over the same period of 1961.

According to a survey of Italian business, firms reporting a "high level" of orders from abroad were fewer at the end of May than in previous months. Most of the drop appears to be in orders for Italian capital goods.

Italy's imports during the first four months of 1962 from the other Common Market countries increased by 26.8% over the same period of 1961, and made up almost 32% of Italy's total imports as against about 28% in the same period last year. Its exports to those countries increased by about 27%, to represent nearly 34% of its total exports as against 31% in January-April 1961.

IMPORTS UP BY 18%

Italian economy ahead of last year; domestic purchasing power up; stock market down

Industrial growth levelling off as investments decline; consumer goods and semi-finished manufactures show unusual and rapid rise; foreign orders even

During the second quarter of 1962 the Italian economy moved substantially ahead of the same period a year ago. Probably, however, it did not exceed the exceptional level of activity which was reached during the final quarter of 1961 and maintained in the first quarter of 1962. Some uncertainties have appeared concerning the trend to be expected during the rest of this year, according to the U.S. Embassy in Rome.

There has been a levelling off in the rate of industrial growth, partially offset by continued expansion in the output of services and agriculture. Some hesitation in foreign orders appeared to be balanced by prospects of further increases in domestic purchasing power. The exceptionally high level of investment recorded in the first quarter of 1962 appears to have declined, perhaps to a level below that of the second quarter of 1961.

The Italian stock market declined during the quarter, closely following the trend of stock exchanges in the U.S. and elsewhere in Europe. Difficulties in placing some new bond issues indicated that investors may be awaiting further developments in regard to interest rates, national and international stock market price trends and the impact of new government programs. The measures which appear to cause most concern are the bills now before Parliament to withhold taxes on dividends on stocks and to nationalize electric utilities.

Domestic sales declined in April following an unusual and rapid rise in the first quarter. Consumer goods and semi-finished manufactures were the principal factors in this trend, appearing to have followed a more pronounced decline than usual into the second quarter. Spot reports indicate that retail sales have been slow in June, a month in which sales of consumer goods normally rise. On the basis of foreign exchange invoices both exports and imports were about 18% higher in April and May than in the same months of 1961.

According to the latest semi-official survey, foreign orders were considered lower at the end of May than during the first quarter and estimates for the third quarter have grown more pessimistic. This uncertainty may extend until fall when important labor contracts are due to be resolved and when the economy revives after the summer pause. Domestic orders were following a normal seasonal upward trend.

Retail prices rose by 4.8% from January 1962 to April, but steadied in May and there are indications of continued

stability in June. Increases in rents and food and clothing prices were the principal causes of the rise. The wholesale price index also stabilized in May. Agricultural products accounted for the steep 3.2% rise in wholesale prices from September 1961 to April.

Industrial production remained at very high levels through the second quarter of 1962 although the growth rates of many sectors appeared to be slower than at the same time last year. The general industrial production index was about 11% higher in April and May than in the same months of 1961, and remained close to the record level that has prevailed since the unusually rapid increase from August through November, 1961.

Available information indicates that once again the output of synthetic fiber, chemical, motor vehicle, and petroleum refining industries led industrial expansion and that the furniture, leather goods, and non-metallic mining industries were producing at slightly below second quarter 1961 levels. The textile industry which did not expand production in 1961 continued to improve in the second quarter of 1962.

Electric power production continued to increase steadily at about 9%. The rate of increase in production of thermal electric energy continues rapidly to outstrip expansion of hydroelectric energy output because Italy's remaining undeveloped hydroelectric resources are limited. On June 26, the Italian Government sent to Parliament a bill for the nationalization of about 70% (on the basis of energy produced in 1960) of Italy's electric companies by transferring their installations to a proposed National Electricity Agency (ENEL). (Over one-third of Italy's electric power capacity is already under government control.) Compensation payments, to be spread over ten years, would carry a 5.5% interest rate, but these rights could be discounted in certain cases with the approval of the Government. The Government hopes that the present privately owned electric utility companies will continue their entrepreneurial activities in new fields, directing their investment into depressed areas and into new industries. The bill will probably become law this fall.

Steel imports to increase

Crude steel production was about 2.3 million tons in the second quarter, or only 1% above the same quarter of 1961. Production in June was about 5% less than in June 1961. This slackening-off is attributed by the Italian steel producers association to strikes and labor agitation which have been in progress since April. Orders appear to have improved in June and July after a decline in April and May and the industry expects orders to continue to improve in the near future. Steel imports are expected to increase. The rate of expansion in pig iron production which showed a 14% increase during the first quarter registered only a 9% increase in the second quarter, over the corresponding periods of 1961. June output, about 24% above June 1961, was boosted by the inauguration of the huge new ITALSIDER furnace near Genoa.

Aluminum plants are operating at full capacity which is now almost sufficient to cover Italy's needs. New plants now under construction will bring production capacity up to 120,000 tons annually. Italian aluminum price quotations are being lowered to meet strong competition from within and without the EEC.

Among steel users, motor vehicle production continued to expand during the quarter at a rate almost twice that achieved during the same quarter of 1961. However, even this high rate of growth was slightly less than in the previous two quarters, probably because

Facts on Italy

General

A Republic. European peninsula extending into Mediterranean Sea. Capital is Rome with population of 2.2 million; second largest city and commercial center is Milan with population of 1.6 million.

Geography

Area of 117,000 square miles (equivalent to New York State and the New England States combined). Mostly rugged and mountainous. Poor in natural resources.

Population

50.5 million of which 20.6 million employed are divided as follows: agriculture, 6.1 million; industry, 8.1 million; and other activities, 6.4 million.

Income

National income in 1960, $27.4 billion with an approximate per capita income of $548. Gross National Product, $30.4 billion.

Agriculture

Basically a cereal-producing country (wheat, corn, and rice). Fruit and vegetable production also extensive (potatoes, sugar beets, grapes, olives, apples, citrus fruit, and tomatoes). Important producer of wine, olive oil, and cheese.

Industry

Leading industrial country. Principal industrial sectors: mechanical, food processing, chemical, textile, and metallurgical. World's 8th largest steel producer.

Transportation

Railroads, 50% electrified, in 1960 carried 547 million passengers and 69 million tons of freight. Airlines carried 1.1 million passengers and 17,000 tons of freight. Italian merchant fleet is 6th largest in world.

Finance

Currency is Italian lira (621 to $1). Foreign exchange and gold reserves at end of 1961 were $3.4 billion. Important contributions from tourism and emigrant's remittances.

Exports

In 1961 total exports were valued at $4.2 billion. To Europe $2.7 billion; to the U.S. $385 million, of which leather shoes $28.5 million, motor vehicles $13.6 million, and typewriters and accounting machines $20.3 million.

Imports

In 1961 total imports were valued at $5.2 billion; from Europe $2.9 billion; from the U.S. $869 million, of which wheat $91.9 million, cotton $80.2 million, coal $57.7 million, machinery $70.4 million, chemicals $57.6 million and iron and steel scrap $46.1 million.

Conditions of trade

As a member of the Common Market, Italy grants other Common Market members tariff reductions of from 35 to 50%. Only small group of items—largely agricultural—subject to import restrictions.

AMERICAN PRODUCTS IN ITALY—Scenes from a U.S. exhibit at the Milan Trade Fair show interest of Italian visitors in American-made products.

of strikes and the slower output of trucks. The number of motor vehicles exported increased more rapidly than production. Ship construction and repair activity was almost 80% higher in the first part of the quarter than at the same time last year.

Production increases

The most rapid production increases in the mechanical industry were in printing machines, paper processing machines, gears and bearings, tractors, and textile machinery. According to a recent marketing survey, a decline in the growth of domestic sewing machine production is partially due to an increasing consumer preference for ready-made clothing. Output of household appliances continued to increase and orders rose more rapidly than expected. Recent information indicates that Italian manufacturers are increasing their assembly line capacity to produce home air-conditioners in expectation of a future boom. The average unit price is about one-half of what it was three years ago but still much higher than for U.S. air-conditioners. Italy imports a large number of U.S. compressors for cooling and refrigeration units, but is also manufacturing an increasing number under licenses from U.S. firms.

The construction industry, a growing consumer of steel, experienced a delay in its normal seasonal upturn due to a late winter. Production of construction materials continued to rise and suppliers are confident of increased activity in the near future. Building lot and apartment prices are rising rapidly. Although costs of pre-fabricated buildings about equal costs of the traditional buildings, an increasing number of important firms are entering the pre-fabricated construction field. Their sales should be given a boost by the Government's three-year, 340 billion lire (about $540 million) school construction plan, approved by Parliament in July. According to Government estimates, about 150,000 new schoolrooms will be needed in the next ten years. At present, the construction industry can supply only 6,000 new schoolrooms annually.

The output of petroleum refineries was up about 20% during the first two months of the quarter over the same months of 1961. The chemical industry continued to expand at about the same rapid rate as during the first quarter of 1962. Within the sector, the output of synthetic resins, fibers, and dyes continued to grow most rapidly. Rubber production showed signs of further growth after leveling off during the first quarter. However, a major fire during June at the Pirelli plant near Milan will probably noticeably lower rubber production in the July report.

Slow textile gain

The textile industry reportedly continued a slow improvement during the quarter despite recent increases in production costs, strong competition, and unfavorable weather. Production of wool, cotton and silk all tended upwards during the first part of the quarter. Foreign demand for low-priced Italian woolens was strong. The Italian cotton manufacturer's association estimates that the industry in Italy is entering upon a new phase of growth while elsewhere in the EEC it is going through a period of relative stagnation. According to the association, while cotton textile exports to the Mid-East and Africa are decreasing, Italy is likely to become the foremost textile supplier in the EEC if the industry shifts some of its capacity to southern Italy, an area of low labor costs. The association believes that increasing productivity in the industry will soon be supplemented by a direct factor-to-department store distribution system.

SHOW INTEREST: U.S. electrical appliances as well as skis made in the U.S. find favor.

The food processing industry appears to be expanding more rapidly thus far in 1962 than in 1961. Foreign firms are active in the marketing of frozen foods in Italy and supermarkets are expanding their deep-freeze capacity. Some of the smaller Italian manufacturers are interested in cooperating with U.S. firms in this field.

Italy's still small but expanding aircraft industry, which increased its sales by 12% in 1961 over 1960, is nearing maximum utilization of plant capacity. The industry has benefitted and will benefit from more liberal flight rules and the industry association has decided to ask the Government to draw up a development policy for the sector.

Agricultural outlook good but Italy will need to import large quantities from the U.S.

Durum wheat heads list of needed farm products; barley, corn, cotton, tobacco, poultry needed.

The current outlook for Italian agricultural production in 1962 is for a 5% increase over 1961. This estimate by the U.S. Embassy in Rome is based mainly on the expectation of a larger 1962 wheat crop.

Slight improvements are foreseen in the production of fruits and vegetables, dairy products, and meat. During the second quarter, average prices received by farmers in Italy on all agricultural commodities are estimated to be nearly 10% above the same quarter in 1961.

The 1962 Italian wheat crop estimate is now estimated at about 9 million metric tons, compared to production of 8.3 million tons in 1961 and 6.8 million tons in 1960. Soft wheat production this year is estimated to be about 7.5 million tons which is expected to be large enough to cover domestic requirements. Durum wheat production this year is expected to be even smaller than in 1961 and insufficient to satisfy the 2 million ton requirement of the pasta manufacturers.

Will need imports

Italy will need to import a substantial quantity of durum despite large stocks of imported hard red wheat carried over from last year. Even though no rice acreage restrictions exist this year, it is not expected that the area planted will greatly exceed that of 1961. Imports of unlicensed barley from the U.S. and other dollar area countries were authorized through June 30, 1962. Increased imports of barley from the U.S. are expected to reach at least 60,000 metric tons out of total imports of 400,000 to 450,000 tons in 1961/62. Corn imports from the U.S. reached a level of about 500,000 metric tons by the end of June 1962.

Total 1961/62 imports of cotton are forecast at only slightly below the 227,941 metric tons imported in 1960/61. The U.S. share is expected to decrease from 52% of the 1960/61 total to 45-46% in 1961/62 because of increased purchases from Turkey and other Mid-East countries. Though the 1962 official production forecast is not yet available, it is estimated that total acreage planted to cotton is up slightly over 1961.

Italy's 1962 tobacco area is now estimated to be about 12% less than in 1961 and 23% below normal. Production, however, is expected to be about 83% over 1961, when blue mold inflicted severe damage to the crop.

It is anticipated that most of the 1962 import quota for U.S. poultry, which was increased to $250,000, will be used up during the remaining months of the year. As in 1961, it is expected that turkeys will comprise the bulk of these shipments.

U.S. SOYBEANS TO ITALY

Soybeans grown in the U.S. have a virtual monopoly on the Italian imports picture. Over $20 million of raw beans were exported to Italy last year, up ten times since 1955. Several U.S. companies have processing plants in Italy.

Embassy lists 85 categories of industrial products with good sales possibilities

Italians import more than a million dollars worth of each item on list—but not from U.S.; list 38 items in which exports can be greatly increased

Some 85 categories of industrial products have just been reported by the U.S. Embassy in Rome as offering good sales opportunities to American businessmen.

This year's list of promising U.S. export items comprises products currently imported by Italy from countries other than the United States in amounts exceeding $1 million. That the Italian market is neglected by U.S. businessmen seems to be confirmed by the fact that all of these commodities are being exported by the United States to countries other than Italy.

Indications are that the following items can be sold in Italy by U.S. manufacturers:

Nickel oxides and hydroxides (industrial chemicals); ethylene bromide and other polybromides (used in pharmaceutical industry); chlorobenzene and dichlorobenzene (used as solvents for making resins and varnishes); natural and synthetic narcotics (cocaine, theophylline, colchicine, aconitine, eserine, hyoscyamine, pilocarpine, homatropine, nicotine, and other similar alkaloids); synthetic organic dyestuffs (other than nitroso and nitro dyes);

Textile bleaches of the type known as "optical bleaching agents"; vitrifiable enamels and glazes and other similar preparations; mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcohol solutions) used as raw materials in the perfumery, food, beverages, and other industries; surface-active washing preparations; prepared animal and vegetable waxes, nonemulsified and without solvents; except dental wax and sealing wax; dextrins; soluble or roasted starches;

Prepared glues and other preparations suitable for use as glues; flexible plates, sensitized unexposed (for photographic use in printing industry, x-rays, etc.); sensitized paper, paperboard, and cloth for photographic use, sensitized, unexposed; activated carbon (decolorizing, depolarizing, and absorbent); spirits of turpentine; preparations containing disinfectants, insecticides, and pesticides; prepared mordants used in textile and paper industries;

Miscellaneous chemicals (polychlorodiphenyls, liquid chloroparaffins, fusel oil, Oxylith, residual lyes from the manufacture of wood pulp, mixtures of rare gases, icthosulfonic acids and their salts, and Dippel's oil); building board of wood pulp or of vegetable fiber; woven fabrics of continuous manmade fibers; knitted undergarments, of synthetic fibers of wool and of cotton; corsets, corset-belts, girdles, brassieres, and the like; asbestos products, including paper, paperboard, felt, cords, rope, plait, thread, and fabrics; lining for brakes, clutches, and the like; costume jewelry;

Ferromolybdenum and ferrovanadium; iron and steel ingot, unclad; iron and steel blooms, billets, slabs and sheet bars, rolled, unclad; iron and steel bars; iron and steel angles, shapes, and sections; iron and steel wire, except insulated wire; carbon steel bars and rods, including wire rod and hollow mining drill steel, hot-rolled or extruded; carbon steel hoop and strip, cold rolled; carbon blooms, billets, slabs, and sheet bars; alloy steel coils for recoiling, bars, wire rod, angles, shapes, and sections; alloy steel sheet and plates, hot rolled; iron and steel rails, new and used; iron and steel stranded wire, cable, cordage, ropes, and the like, except insulated electric cable;

Iron and steel chain; iron and steel stoves, ranges, cookers, grates, fires, and the like, finished and unfinished; iron and steel radiators and radiator sections; iron and steel household products, such as bathtubs, sanitary ware, and the like; hollow bars of copper; copper gauze, cloth, grill, netting, fencing, reinforcing fabric, and similar materials; nickel mattes, speiss, and other intermediate products of nickel metallurgy; nickel ingots, cathodes, rondels, cubes, shot, pellets, and the like;

Files and rasps; miscellaneous handtools, including glass-cutters, gages, planes, screwdrivers, palette knives, trowels, punches; bits for handtools, breaches, dies, and punches, and interchangeable tools for lathes, shaping machines, and the like; interchangeable tools for handtools and machine tools with working part of diamonds or diamond agglomerates; knives and cutting blades for machines and for mechanical appliances; tool tips and plates, sticks and the like for tool tips, unmounted; metal fittings and mountings for furniture, doors, staircases, windows, blinds, coachwork, sadlery, etc.;

Pumps and fans

Injector pumps (injectors); fans and blowers; water heaters, nonelectric; food processing machinery; knitting machines, both flat and circular; electrical laundry machines and drying machines, commercial and household; leather-tanning and working machines; drycleaning machinery and machinery for bleaching, dyeing, and dressing yarns, fabrics, and clothing; heads for household sewing machines; ingot molds for metal foundries; woodworking machines and machines for working cork, bone, ebonite, or hard artificial plastics; machinery for crushing, grinding, or pulverizing stone, ore, or other minerals; electric current converters, rotary and static;

Tools with self-contained electric motor, hand-operated (for boring, tapping, planing, grooving, screw-driving, bolting, unbolting, riveting, metal cutting, cloth cutting, etc.); vacuum cleaners and floor polishers; spark plugs; electric water heaters, inversion heaters, space heating apparatus, hairdressing appliances, irons, kitchen ranges, automatic toasters, and the like; telephone instruments, hand-operated, and automatic switching devices; radio receivers; television receivers; electric lamps, incandescent, metal or carbon filament; carbon brushes and brush stock; parts of railway and tramway locomotives and rolling stock (motor bogies, carrying bogies, axel boxes, brakes, car wheels, etc.);

Business Contacts

U.S. businessmen seeking trade or business contacts in Italy may consult with the Italian Embassy Commercial Office, 2401 15th Street NW., Washington 9, D.C., or with other Italian Commercial Offices in the United States at one of the following addresses:

666 Fifth Avenue, New York 19, N.Y.

785 Market Street, Suite 604, San Francisco 3, Calif.

67 East Madison Street, Chicago 3, Ill.

649 South Olive Street, Suite 1203, Los Angeles 14, Calif.

133 International Trade Mart, New Orleans 12, La.

The Italian Government in addition to its Washington Embassy maintains Consulates General in Boston, Chicago, New Orleans, New York, Philadelphia, and San Francisco and is represented by consular officials in Cleveland, Denver, Detroit, Los Angeles, St. Louis, and Seattle.

The United States maintains an Embassy in Rome; Consulates General in Milan, Palermo, Naples, and Genoa; and Consolates in Florence, Trieste, Turin, and Venice.

Photographic cameras; measuring and controlling instruments of the types used by mechanics; electrical quantity measuring instruments; electric and nonelectric clocks, alarm clocks, astronomical regulators, observatory clocks, and marine chronometers; time switches with clock or watch movement or with syncronous motor; combined sound recorders and reproducers (tape recorders and dictating machines); wooden and metal furniture, including office furniture; toys (toy arms, flying models, aeroplanes, and gliders, toy projection apparatus, toy musical instruments, and mechanical toys).

Increases possible

During the past year, Italian imports of 38 commodities, which previously were insignificant as imports, rose to about $38 million.

American manufacturers should be able to materially increase their exports of the following, according to the U.S. Embassy in Rome:

Film in rolls; nonmodified aminoplasts; compressors; machinery for filling, closing, sealing, capsuling or labeling bottles or other containers; automatically controlled taps, cocks and valves, pressure regulators and pressure reducing valves; electrical apparatus for making, breaking, or protecting electrical current; record players and record changers; paints and varnishes; interchangeable tools for handtools or machine tools and power-operated handtools with working part of diamonds, of hard alloys, or of other materials;

Reciprocating, rotary, and centrifugal pumps; machinery for making paper and paperboard; phosphates; toiletries and cosmetics; rubber products (sponges, seat backs, arm rests, floor coverings and mats, washers, joints, erasers and the like); newsprint; cotton fabrics; artificial abrasives; neutral glass in balls, rods, and tubes; glass bulbs for electric lamps, electronic tubes, and the like; glass fabrics and other products made of glass fibers; miscellaneous glass manufacturers; such as products used in gardening, and household products; silver, unwrought or semimanufactured; gold, semimanufactured; pig iron, cast iron, and spiegeleisen in pigs, blocks, lumps, and similar forms;

Iron or steel ingot, clad; aluminum sheet and foil; razor and razor blades; household refrigerators; continuous action mechanical conveyors, other than cable conveyors; textile machinery; heads for industrial sewing machines; pneumatic tools; shavers and hair clippers with self-contained electric motor; graphite electrodes; iron or steel coils for recoiling; alloy steel, ingots, blooms, billets, slabs, and sheet bars; alloy steel, sheets and plates, cold and hot rolled; tubes and pipes of stainless steel.

Late review of Italian economy is available

An up-to-date review of Italy's economy is presented in a new publication of the Department of Commerce.

Entitled *Basic Data on the Economy of Italy*, the report provides general information on the geography and the economy of the country, as well as more specific details on agriculture, fishing, mining, forestry, industry, power, transportation and communications, finance, foreign investment, foreign trade, and marketing. Statistical tables are included in the 18-page report.

Prepared by the Bureau of International Programs' Office of Regional Economics and issued as Part 1, No. 62-51 of the World Trade Information Service, copies may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., and the Commerce Field Offices, for 15 cents each.

Other WTIS reports on Italy include the following:

Economic Developments in Italy, 1961. Part 1, No. 62-20. 9 pp. May 1962. 15 cents.

Economic Developments in Italy, 1960. Part 1, No. 61-15. 7 pp. March 1961. 15 cents.

Import Tariff System of Italy. Part 2, No. 61-35. 2 pp. May 1961. 10 cents.

Italian labor unrest intense, will continue

Labor shortage continues; ask more fringe benefits, high pay

Strikes and labor unrest were probably more intense in Italy during the second quarter of the year than during any period in recent years and they appear to be continuing at a high level.

Labor was emboldened by its favorable position as a result of the absorption of much of Italy's reservoirs of surplus labor and to the reluctance of the employers to sustain labor stoppages. The rising cost of living further spurred union demands the U.S. Embassy in Rome reports. Common to most of the industrial disputes were union demands for large pay and fringe benefit increases, a 40-hour week, and recognition of the unions' right to negotiate contracts at company level.

Although reliable wage and labor cost data for the second quarter of 1962 are not yet available, there are indications of a continuation of the upward trend registered during 1961, when per capita wages increased by almost 10%, with a range from 3.2% for agricultural day laborers to 11.4% for industrial workers.

According to a January survey conducted by the Ministry of Labor, average hourly take home pay (including overtime, premiums, bonuses, family allowances, and paid vacations and holidays) for workers in industry increased by 8% over January 1961 to about 330 lire ($0.53) per hour. The food processing industry accounted for the biggest increase (about 12%). Average take home pay ranged from a high of 515 lire ($0.83) per hour for electric power workers to a low of about 250 lire ($0.40) per hour for textile workers. Increases in employers' social security contributions flowing from wage increases may have augmented average labor costs even more. (For approximate total labor cost, an estimated 15-30% for social security charges should be added to take home pay.)

Cost-of-living up

An increase in the cost-of-living has partly offset the gains of wage increases. The General Cost-of-Living Index rose by 5.4% from May 1961 to May 1962 although prices in April and May 1962 remained virtually stable. The automatic unblocking of some frozen rents and high food costs due to the late harvest are partly responsible, but the price rise is attributed largely to wage increases.

Labor costs appear to be increasing faster than productivity, as they probably have throughout the last four quarters, and as they probably will in the immediate future. The upward pressure on prices is therefore likely to continue.

According to official labor force statistics for April 1962, there was virtually no growth at all in non-farm employment since May 1961. The decrease in agricultural employment accelerated from about 300,000 during the period April 1960 to May 1961 to almost 500,000 from May 1961 to April 1962. These two factors resulted in a net decrease of about 400,000 or almost 2% in the employed labor force.

Unemployment figures for April 1962 (618,000 or about 3% of labor force) remained virtually unchanged since May 1961. Adjusted to conform to U.S. statistical concepts there were about 670,000 unemployed, or about 3.2% of a labor force of about 21 million. Despite the effects of taking the survey a month later than last year and an unusually late winter, labor force figures for April confirm a trend, indicated by the two previous quarterly surveys, toward slowdown in the employment growth rate.

MEDIEVAL ATMOSPHERE: Late in entering the modern world, citizens of the Trucial States use camels and sail boats for much of their transportation today. The picture is rapidly changing and businessmen are finding new markets for the products of today's modern industrialization in this area. The influences of oil revenues is expected to be felt along the entire south coast of the Persian Gulf as the new oil wells start flowing.

PICTURE IS CHANGING

Oil strike means chance for new exports to Trucial States on South Coast of Persian Gulf

$20 million import total expected to climb as oil money flows into heretofore neglected area

Oil revenues expected to have impact all along the Trucial coast as new markets develop

U.S. suppliers will find it easier to get in the market before it is fully developed

By Lee R. Johnson

Office of Regional Economics
Near East-South Asia Division

An oil strike in Abu Dhabi, largest of the seven Trucial states, is changing the import picture in that area. A little extra effort now will pay American exporters handsome dividends in a few years in the seven small principalities on the south coast of the Persian Gulf.

Because they now form a very small market—about $20 million total imports is the estimate for 1962—few businessmen have found it worth while to establish themselves in the market. But this pattern is already beginning to change.

Imports into Dubai, the principal port of the Trucial States, are running 50% above the 1959 rate, and for the first five months of 1962 totaled $9,776,721. The U.S. share, however, came to only $460,000, or less than 5%.

The area is worth extra effort, for it will not long remain a $20 million-a-year market. Two years ago oil concessionaires in Abu Dhabi, the westernmost of the seven Trucial States, struck oil, and they began exports this summer. The rise in imports over the last three years reflects in large part the feeling of confidence in the prosperity that oil revenues will bring the Trucial States, and as oil revenues rise imports will also rise.

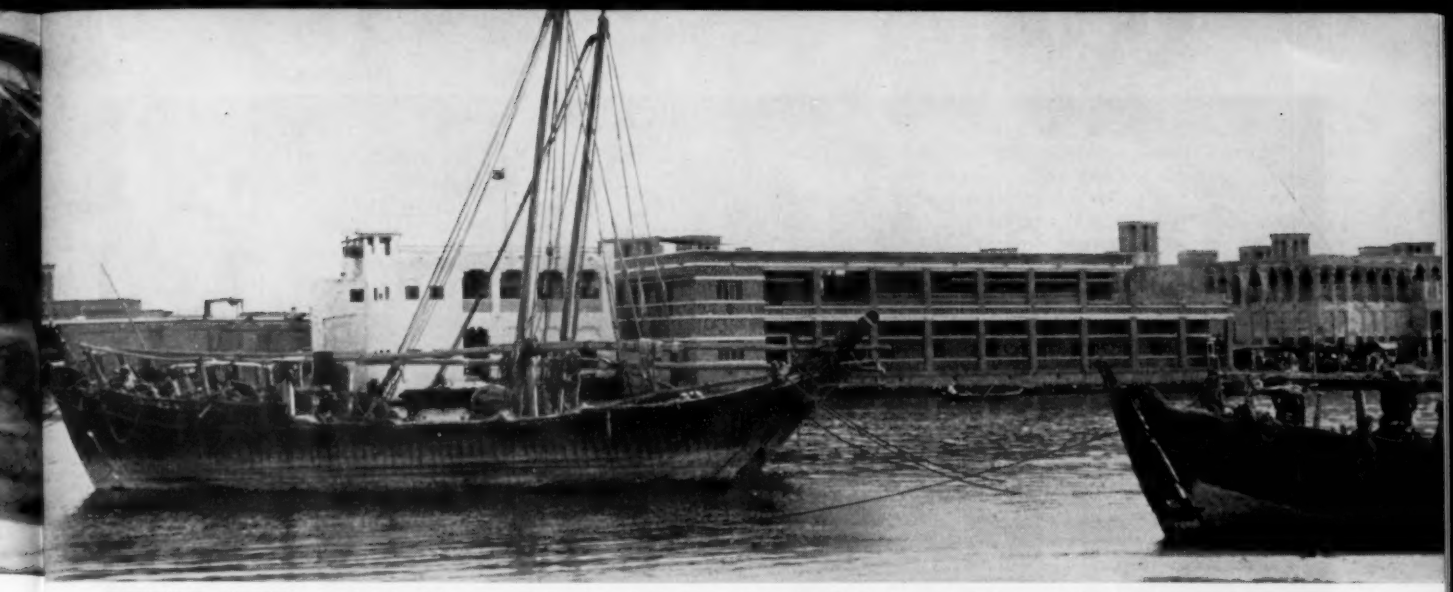
Although oil revenues will accrue directly only to Abu Dhabi, their influence will be felt all along the Trucial Coast. Dubai and Sharjah are the main ports for the entry of goods by sea and air respectively, and Sharjah, Ras al-Khaimah, and Fujairah will find larger markets for their fruits and vegetables. Private entrepreneurs, both local and foreign, are already making investments in projects which will fill local needs.

New businesses opening

The Eastern Bank and Ottoman Bank have opened new branches in Abu Dhabi, the fifth and sixth banks in the Trucial States. In Dubai, a power plant, a refrig-

The author

is a Foreign Service officer with the State Department serving a tour with Commerce. A graduate of Harvard and the University of Beirut, he served in Baghdad in the American Consulate from 1956 to '60.



EVERYTHING IMPORTED: Local industrial and agricultural production is almst non-existant. Importers supplied buyers with some $20 million worth of merchandise last year and the total this year is expected to make a dramatic rise. A better life is envisioned for the residents of the entire area.

erated warehouse, and a water distillation plant are in various stages of planning or completion. In Abu Dhabi, a Lebanese businessman has built a modern, air-conditioned, 25-room hotel, which opens this month. It will be a boon to business visitors, as the only other hotel in the Trucial States is at Sharjah airport, 15 miles from Dubai and over 100 miles from Abu Dhabi. (There is a thorn among the roses, however: rates are reported to be $33.60 per day.)

Local industrial and agricultural production ranges from nonexistent to very small, so that almost everything consumed in the Trucial States must be imported. U.S. exports to the area can be increased in many fields, among them food (especially canned and bulk); clothing (men's shirts, rayon piece goods, work clothes); building materials (including paints, door and window frames, sidings, etc.); electrical equipment; construction and earth-moving machinery; marine engines; water pumps; air conditioners; automobiles and parts; and cigarettes.

There are several reasons why American goods have failed to obtain the share of the Trucial States market that they could have. Probably the main one is neglect because of the size of the market.

If the Trucial States follow the pattern set by such oil-rich countries as Iraq, Saudi Arabia, Kuwait, and Qatar, the market will increase rapidly and enormously. U.S. suppliers will find it easier and ultimately more profitable to get into the market at once, rather than wait until the expansion has taken place and compete against established suppliers who have had time to develop some brand consciousness among the consumers.

Need local agent

A second reason is the practice followed by many American companies of appointing a merchant in Bahrain as their agent in the Trucial States. This permits an agent with warehousing facilities and sufficient capital to maintain an inventory, a stock of spare parts, and where necessary a service operation. Bahraini merchants can frequently provide these things, whereas Trucial States merchants rarely can. When the Bahraini takes an active interest in the Trucial States the system works well, but unfortunately some Bahraini merchants do not make active sales promotion efforts in the area, being content to collect a percentage of the profits realized by the local merchants. This practice, understandably, annoys Trucial States businessmen, and some of them are known to have switched to European sources of supply in order to avoid it. American exporters interested in the area should carefully consider whether the time has come to establish direct agencies in the Trucial States.

Still a third reason is that there is no direct shipping from American ports to Dubai. There is no regularly scheduled freighter service, and few freighters from the U.S. call at Dubai even irregularly. Consequently, the majority of Dubai's imports from the U.S. come from entrepots such as Bahrain, which is 350 miles from Dubai, or even Bombay and Aden, which are well over 1,000 miles distant. The result is an increase in both shipping time and shipping costs. Merchants in Dubai believe that the establishment of regularly scheduled shipping service to Dubai would result in a considerable increase in imports from the United States. This problem will undoubtedly be corrected as the market grows.

Medieval atmosphere

Poor in natural resources, and lying away from the main commercial routes in the Arabian Sea, the Trucial States have been late in entering the modern world, and still retain much of their medieval atmosphere. Camels and sailboats still carry much of their freight; farmers and fishermen use methods that have not changed for centuries; boatmen carry passengers across the winding creek that runs through the town of Dubai. But the Rulers are trying to provide a better life for their subjects, and more and more the products of modern industry are flowing into the Trucial States. These products can be American—but the time to get into this market is now.

Bureau of International Programs booklet available

Additional information will be found in a booklet published by the Department of Commerce as an economic report in the World Trade Information Service, entitled "Basic Data on the Economy of the Persian Gulf States", No. 61-21, dated April, 1961. A copy may be obtained from any of the Commerce Field Offices or by ordering directly from the Superintendent of Public Documents, Washington D.C. Cost is 15¢ per copy.

MISSIONS PRESENT FINDINGS: More than 150 internationally minded business executives attended a meeting Aug. 3 in Chicago to hear members of the U.S. trade missions to the United Kingdom and to West Germany present their commercial findings. The businessmen are shown above listening to mission members. The meeting was the highlight of an Export Day program at the recent Chicago international trade fair, held July 25-August 12.

Members of U.K., German missions present findings to businessmen

Over 150 executives attend conference in Chicago; missions report total of 717 trade opportunities

Members of the U.S. Machinery Trade Mission to Germany joined forces with members of the Machinery and Equipment Mission to the United Kingdom on August 3 at the Chicago International Trade Fair to present their commercial findings to U.S. businessmen.

The meeting, chaired by Roy F. Gootenberg, Director of the Trade Missions Program, and attended by over 150 internationally minded business executives, was the highlight of an Export Day program, sponsored by the Chicago Association of Commerce and Industry and the U.S. Department of Commerce.

Neil C. Hurley Jr., Chairman of the National Export Expansion Council, was the principal speaker at the luncheon session, attended by about 300 persons.

The mission which visited the United Kingdom, May 14-June 16 developed 386 trade and investment opportunities and established at least 1,000 contacts for the 236 U.S. firms which had submitted business proposals. The mission to Germany, April 14-May 19, developed 331 specific trade and investment opportunities in addition to locating some 400 contacts for the 245 firms which utilized the business proposals service.

A primary function of Trade Mission Businessmen Conferences is to enable U.S. businessmen to discuss privately the opportunities developed by the missions. Some 50 members of the Chicago audience availed themselves of the opportunity to obtain specific details regarding one or more of these potential transactions in individual consultations with specific members.

The Chicago conference was the "kick-off" of a concerted effort by the Department of Commerce to bring these U.K. and German business possibilities to the attention of the U.S. business community.

One of the techniques to be employed will be the formation of 4- or 5-man teams, composed of members of both missions, which will visit U.S. centers of industry. There the team members will meet with executives of concerns manufacturing the products of interest abroad; they in turn will be provided full details regarding the proposed transactions.

The proposed schedule of the team visits is as follows:

Dallas, Sept. 10; **Los Angeles,** Sept. 11; **San Francisco,** Sept. 12; **Cincinnati,** Sept. 25; **Detroit,** Sept. 26; **Cleveland,** Sept. 27; **Boston,** Oct. 9; and **New York,** Oct. 10.

Simultaneously, the trade development officers assigned to these missions will meet with producers of items of interest to German and English concerns and will provide full details regarding the opportunities developed.

The U.S. Department of Commerce Field Offices will also be "ringing doorbells" in their areas in an effort to provide U.S. manufacturers and suppliers with complete data about these business opportunities.

The trade and investment opportunities developed by the 2 missions were included in the final reports and printed in earlier issues of INTERNATIONAL COMMERCE. Businessmen interested in details about any of the opportunities may obtain them from the nearest Commerce Department Field Office.

FIND EXPORTING WORTHWHILE: Two Georgia firms were given "E" awards Aug. 8 in a ceremony in Georgia Senator Richard B. Russell's office in Washington, D.C. In the picture, from left to right, are Rudolf Z. Pruner and Roy Richards of Southwire Co., Senator Russell, Senator Herman E. Talmadge, Harold Ford of Mar-Jac Poultry Co., Assistant Secretary of Commerce for International Affairs Jack N. Behrman, and Bureau of International Business Operations Assistant Director E. E. Schnellbacher.

2 business concerns in Georgia honored for export contributions

Frozen poultry processor, electrical conductor manufacturer given 'E' awards in Washington

Two Georgia business concerns, which began to develop export markets during the past 2 years, saw their efforts recognized recently.

They were presented with President Kennedy's "E-for-Export" award Aug. 8 in Washington, D.C. Assistant Secretary of Commerce for International Affairs Jack N. Behrman and Georgia Senators Richard B. Russell and Herman E. Talmadge presented the awards to:

The Mar-Jac Poultry Co., a Gainesville, Ga., processor of fresh frozen poultry, and the Southwire Co. of Carrollton, manufacturer of electrical conductors and steel strands for electrical lines.

The ceremony took place in Senator Russell's office in the Senate Office Building in Washington.

The winners, selected from several hundred nominees, were named by Secretary of Commerce Luther H. Hodges after evaluation by an awards committee which includes representatives from the Departments of Commerce, Interior, Agriculture and Labor, the Small Business Administration, and other Federal Government agencies.

Mar-Jac Poultry Co. The firm started its export drive 2 years ago and now ships regularly to markets in Europe, the Middle East, the Caribbean and the Far East.

In spite of tariff restrictions and other trade barriers in the European Common Market countries, the company, using special marketing techniques, sells the majority of its exports in that area.

These techniques include packaging the product to conform to local customs and styling, using local weights such as kilograms instead of pounds, and using foreign languages in promotion and advertising. The company also exhibits its products at international food fairs.

The firm's export director has developed new markets for the American poultry industry through personal meetings with industry leaders throughout the world. The company, because of its initiative, exported more than 6 times as much during one month this year as it did during the entire year of 1960.

Southwire Co. This company, acting on its own initiative, began developing foreign markets in June 1961.

Since then, the firm has made substantial sales in India, Viet-Nam, Laos and Formosa. In one year the company has made international sales a significant part of its total business.

In one instance, the concern fabricated and shipped an order to an export customer amounting to $120,000.

Although the firm buys its raw materials from U.S. suppliers at a cost higher than its foreign competitors must pay, and must add shipping costs to its sales prices, it has been able to export successfully against this competition.

It has explored and developed its foreign markets without outside assistance, and is continuing to expand its drive for sales overseas.

Washington State machinery firm wins 'E' award

Company founded in 1903 to service loggers in area

A Hoquiam, Wash., company, which was founded in 1903 to service loggers of the surrounding area, was honored Aug. 14 when it received an "E" award for excellence in exporting.

Washington Governor Albert D. Rosellini, representing Secretary of Commerce Luther H. Hodges, presented the award to the Lamb-Grays Harbor Co. at a luncheon attended by about 200 businessmen from the state. The luncheon was held on International Trade Day at the Seattle World's Fair.

The company is now one of the world's leading manufacturers of automated paper manufacturing and handling machinery.

The coveted "E" pennant reminiscent of the World War II days when "E" signified excellence in defense production, will fly over the offices and plant of the firm, which has sales offices in Rotterdam, the Netherlands; Stockholm, Sweden; and Helsinki, Finland.

The firm was founded in 1903 by Frank H. Lamb as a home machine shop.

It is still largely family owned and is headed by George E. Lamb, a son of the founder.

It has long had a reputation in the U.S. and Canada for manufacturing ultra-modern machinery for the paper industry. Since World War II, the Company has made a special sales effort in Europe with the result that many northern European paper companies have installed their machinery.

About 4 years ago the company started developing a complete sales organization in Europe and, as a result, has increased its exports by tenfold since 1959.

Commerce official to visit exhibits in 2 countries

Klotz named to represent U.S. at fairs in Greece, Yugoslavia

Herbert W. Klotz, Assistant Secretary of Commerce for Administration, has been named by Secretary of Commerce Luther H. Hodges as official U.S. representative at the opening day and "America Day" ceremonies at U.S. exhibitions in international trade fairs at Thessaloniki, Greece, and Zagreb, Yugoslavia.

The 27th International Fair of Thessaloniki opens Sept. 2 and closes Sept. 23. "America Day" ceremonies there will be held Sept. 3.

The International Trade Fair at Zagreb opens Sept. 8, with "America Day" ceremonies set for Sept. 10. The fair closes Sept. 23.

Theme of the official U.S. exhibition at the Thessaloniki fair is "Resource Development for a Better Life." More than 100 American firms and organizations will present displays and demonstrations of U.S.-made products.

Some 130 U.S. firms will take part in the Zagreb fair. Theme of the U.S. presentation will be "The Constructive Use of Leisure Time."

Both U.S. exhibitions were arranged through the Department of Commerce's Office of International Trade Fairs in cooperation with the United States Information Agency.

Klotz was named Assistant Secretary of Commerce for Administration on June 26. Before that he served as deputy to Secretary Hodges.

Attractive 'packaging' best way to ring up sales at trade fairs

Key element in U.S. trade fair success overseas is animation staged in lively looking package

In the realm of salesmanship, packaging frequently is the single element which attracts the attention of buyers, and frequently the decisive element in clinching the sale.

The same is true with an international trade fair. The national pavilion which does the best "packaging" job usually does the best selling job. A national pavilion, like the United States pavilion in Osaka this spring was nothing more than a large scale packaging job doing a large scale merchandising job. American sales in Osaka were $2.7 million, almost equal to the total sales by the 14 other countries participating in the Japanese fair. This suggests attractive packaging and good merchandising.

There is as much research in depth and long range planning in the preparation of an official United States Exhibition overseas as there is in the styling of 1963 automobiles. This responsibility for the U.S. is charged to the Exhibition Design and Construction Staff, Office of International Trade Fairs.

The United States must be shown off to good advantage. This is the total picture millions of visitors must carry home with them. The American products must also be shown to advantage and the manufacturer clearly identified with his product. The object is to tell a story of America's system of free, competitive enterprise and way of life, and to promote foreign trade. American pavilions succeed at both.

The key element in American success since it entered the trade fairs program eight years ago, is animation staged in a lively looking package.

Now 120 fairs later, and scores of gold medals (for first prize in design) the United States is usually the hit of the show. It demonstrates what it shows. Food is prepared in a modern kitchen, tires are recapped in an automobile repair shop, clothes are laundered and pressed in a dry cleaning plant, all operating and all very real and very much alive in the American pavilion.

This animation distinguishes the United States from some of its neighbors with their drab, monolithic piles of machinery displayed like headstones in a graveyard.

To show in a U.S. pavilion overseas generally the product must move, produce, work, make noise, create interest; it must compel the interest of the visitor whether camel driver just off the desert or a doctor of philosophy from one of Vienna's universities.

A juke box plays its repertoire of records, a plastics forming machine presses out souvenir trays, a line of industrial sewing machines turn out play shirts for a nearby orphanage. These are meaningful presentations that can be easily understood no matter how illiterate the audience. The method of presentation cuts down the requirement for much panel text and legend.

This becomes even more meaningful in American pavilions where American-made products are always demonstrated and explained to the audience by natives. A mechanical type-setter operated by a Singhalese in Colombo, Ceylon, has a greater chance of selling than had it been operated by an American technician—and it did sell in Ceylon.

None of this is happenstance. It takes months of careful planning, frequently as much as a year. Fair sites are reconnoitered and studied, existing structures surveyed for possible use, availability of local building materials, architects and contractors determined. What kind of utilities are available—water supply, sewage, electricity, auxiliary power? This is just basic planning for the big package —the American pavilion.

Then the designers must study each machine or product to be shown; how to fit these into the pavilion; how to show them off to advantage and what is the best possible animation of the product; how to display company names and logos.

A controlling factor in all of this is the theme or story-line. All official United States Exhibitions overseas are developed around a theme which is keyed to the customs and economy and frequently the aspirations of the host country. What is shown in the U.S. pavilion must necessarily help develop this story line. For instance a display of home ceramic kits and pleasure boats in Zagreb, Yugoslavia next month help develop the

theme: "Constructive Use of Leisure Time."

This fall, with the United States staging official exhibitions in eleven countries, there will be many themes to develop; but more than a thousand U.S. firms will exhibit their products in the development of these themes. Every pavilion and every product is a new problem, and each is treated with the care of a sales manager trying to break last year's sales record.

Celanese affiliate schedules exhibit at Izmir fair

To relate story of cellulose chemistry; fashion show set

Amcel Co., Inc., an export affiliate of the Celanese Corp. of America, will be a major exhibitor in the U.S. pavilion at the annual Izmir, Turkey, international trade fair Aug. 20-Sept. 20.

The Amcel exhibit will tell the story of cellulose chemistry from forest to fibers. It marks the second time Amcel has worked with the U.S. Department of Commerce and the U.S. Information Agency in telling the story of American industry to foreign markets. Amcel exhibited at the 1961 trade fair in Zagreb, Yugoslavia.

The firm's exhibit will center on a live fashion show in which Turkish students will model U.S. garments designed for various seasons of the year and every time of day.

The exhibit will also dramatize the overall American theme—"Working Together for Progress"—by showing how raw materials from the northwest and southwest are used by fiber plants in the southeast to produce yarns which, in turn, become fabrics for the garment centers in New York and California.

More than 50 U.S. companies are represented in the American pavilion at Izmir. Over 2 million persons from Europe and the Middle East are expected to visit the pavilion.

GREECE GETS EEC APPROVAL

Italy, the last EEC nation to do so, ratified Greece's associate membership in the Common Market on July 26.

John Horne, William Batt to represent U.S. at fairs

John E. Horne, Administrator of the Small Business Administration, will be the official U.S. representative at the U.S. exhibition at Turkey's 31st Izmir International Trade Fair, Aug. 20-Sept. 20.

He is scheduled to address visitors to the U.S. Pavilion at the opening today.

William L. Batt, Administrator of the Area Redevelopment Administration, will be the official U.S. representative at opening day ceremonies Aug. 25, and "America Day" observances Aug. 27, in the U.S. pavilion at the 9th Damascus, Syria, International Trade Fair.

Theme of the American exhibition is "Better Living for All." The U.S. pavilion will feature up-to-date consumer goods, including easy-to-care-for fabrics and a fashion show highlighting wash-and-wear ensembles. Technological advances in irrigation and agriculture also will be demonstrated, along with several science exhibits which will share the spotlight with a full-scale model of a manned Mercury space flight capsule.

43rd Swiss National Fair to be held Sept. 8-23

A total of 2,380 exhibitors are scheduled to take part in the 43rd Swiss National Fair in Lausanne Sept. 8-23, an event which will display the original products of Swiss agriculture, industry, craftwork and trade.

A number of specialized exhibitions will be held, including the watchmaking and luxury industries salon, the agricultural machinery hall, the household arts salon, and the building trade sector.

The fair will present an official pavilion of the U.S. National Aeronautics and Space Administration on space exploration.

Japan machine tool fair invites U.S. builders

Representatives of the U.S. Machine Tool Builders Association have been invited by the Japan Machine Tool Builder's Association to attend the Machine Tool Fair in Osaka in October. The official U.S. Machine Tool Mission is also scheduled to attend. The American Embassy in Tokyo reports that representatives of similar groups from Europe, Russia and India have received invitations.

World Economics is TV subject in new series

Television will explore the world of economics in a series of special broadcasts scheduled by the CBS Television Network on five successive weekday evenings in prime time periods, August 20-24. Entitled "Money Talks," the series is described by Richard S. Salant, President of CBS News, as "a comprehensive and systematic exposition of the major economic problems facing the United States today."

One of the nation's outstanding economics teachers, Professor John R. Coleman of Carnegie Institute of Technology, will appear on each of the five broadcasts, which will be presented on the Network at 10:30 - 11:00 PM, EDT, on Monday, August 20; 9:30-10:00 PM, EDT, on Tuesday, August 21; 7:30-8:00 PM, EDT, on Wednesday, August 22; 10:00-10:30 PM, EDT, on Thursday, August 23; and 10:00-10:30 PM, EDT, on Friday, August 24. The transcript of Professor Coleman's comments will be printed for public distribution following the broadcasts.

Among the subjects to be examined at length on individual broadcasts of the "Money Talks" series are the role of government in business and its relationships with the business community, money and growth, inflation, credit and taxes, business profits and re-investment and the international flow of gold.

Professor Coleman, who is Dean-Elect of the Division of Humanities and Social Sciences and Professor of Economics at Carnegie Institute of Technology, was recently selected by a distinguished committee of leading economists as the national teacher for the coming season's "College of the Air" college credit course in "The American Economy," which will be presented by Learning Resources Institute on the CBS Television Network in the 1962-63 academic year.

Singapore invites tenders for power station equipment

Singapore is inviting bids for supply and delivery of equipment for the Pasir Panjang B Power Station.

Included in the bid invitation are the following:

Overhead electric traveling turbine house crane, 260,000 pounds lifting capacity, 98 foot span.

Tractor and trailer, maximum load capacity about 350,000 pounds.

Circulating water pumps, capable of delivering 55,000 gallons/minute against 40 foot total head, valves, crane, and other pumphouse equipment.

66 kv. oil immersed power transformers 75 mv.-a. and lower ratings.

66 kv., 2,500 mv.-a. small oil volume or air blast open or metal-clad type switchgear and control and ancillary gear.

Firms interested in bidding should submit qualifications and experience details in duplicate before Aug. 24 to City Electrical Engineer, Singapore City Council, City Hall, Singapore, Malaya, with separate copy direct to consulting engineers, Merz & McLellan, Carliol House, Newcastle upon Tyne, England.

Bid documents will be forwarded to qualified suppliers.

A copy of the tender invitation is available for loan from the Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

U.A.R. asks bids for circuit breakers, rectifier substations

The Cairo City Public Transport Authority is inviting bids for the following equipment:

Supply and erection of electrical equipment for six rectifier substations, each having two transformer rectifier units of 600 kw. at 600 v., to be used by the Cairo tramway and trolley bus network. Bid deadline Sept. 15.

50 single pole d.c. high-speed circuit breakers, 1,000 a., 800 v. with instantaneous magnetic tripping device to be installed as feeder breakers in the traction substations equipped with mercury arc or silicon rectifiers. Bid deadline Sept. 25.

Bids should be submitted to General Manager, Cairo City Public Transport Authority, 1115 Corniche El Nil St., Cairo, with a deposit of 2% of the value of the contract.

A copy of the specifications is available for inspection in the Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C.

Ceylon extends bid deadline for airport construction

Ceylon is inviting bids for construction of about 100,000 sq. yd. of runway overlay; 365,000 sq. yd. of bituminous surface and crushed stone base and subbase, about 385,000 cu. yd. of excavation and embankment, and related works, including clearing and grubbing, sealing paved surfaces, concrete pavement, runway and taxiway painting, culvert installation, rubble masonry, structural concrete, turfing, installation of underground duct and light bases, installation of hydrant fueling pipe, and construction of about 2.45 miles of paved access road. (INTERNATIONAL COMMERCE, June 18, p. 23; July 2, p. 18.)

The contractors are expected to furnish all materials and equipment.

Firms interested in receiving bid documents should submit their qualifications to the Director of Civil Aviation, 3 Lotus Rd., Colombo 1, together with a receipt for $25 deposit issued by the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

The deposit will be refunded to bidders upon the return of each set of bidding documents in good condition or to bidders who are not approved by either the government of Ceylon or the Agency for International Development.

Contract documents will be issued about the end of August.

Each bidder must deposit with his bid security in the amount of 5% of the contract.

Bid deadline has been extended to Nov. 1.

Australian power equipment specifications amended

The Electricity Commission of New South Wales has amended specifications covering contract 1277, steam and feed piping for two 350 mw. turbogenerators.

Copies of the amendments are available on loan from Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C. (FCW, June 11, p. 1059.)

Measuring, recording device tenders invited by India

India is inviting bids for various types of measuring and recording instruments required by the Managing Director, Hindustan Antibiotics, Ltd.

Only instruments of U.S. origin are eligible for purchase under this tender SE-527/M.

Bid deadline is Sept. 11.

Bids should be submitted to India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms, including specifications, are available free.

All correspondence should quote tender number.

Chile invites tenders for milk plant construction

The government of Chile has asked for bids on supply, installation, and putting into operation machinery and equipment for an industrialized milk plant in Temuco.

The plant will be about 38,600 sq. m., equipment including 3 pasteurizers at capacities of 10,000 l./hr., 5,000 l./hr., 750 l./hr.; all conveying equipment; cheese processing equipment; complete refrigerating equipment; and complete diesel electric equipment.

Bids should be presented to the manager, Advisory Board for Agricultural Development, Santiago de Chile, by Oct. 19.

Copies of the bid are available on loan to firms located in the U.S. from General Industrial Equipment & Components Staff, BDSA 323, Room 4128, Department of Commerce, Washington 25, D.C. (Specifications are printed in Spanish.)

Power development project proposed for South Africa

The Berg River Development Association, Western Cape Province, has presented to the Minister of Agriculture, Technical Services, & Water Affairs a $31-million (22-million-rand) scheme for dams, canals, and tunnels for the industrial and agricultural development of the Berg River Valley, including irrigation and power development.

Further developments will be reported as received.

Ecuador invites bids for bridge construction

Ecuador is inviting bids for the construction and financing of the Guayas River Bridge.

Specifications and soil studies may be obtained from the Dirección General de Obras Públicas, Sessión Estudios, Quito, for approximately $281 (5,000 sucres), which includes the registration fee, mandatory to participation in the bidding.

A check for $6, covering the cost of airmail postage, should also accompany the request for the documents.

Offers are to be submitted on or before 6 p.m. Oct. 8 to the Secretario de la H. Junta de Licitaciones, Secretaria de la Gobernación del Guayas, Palacio de Gobernación, Guayaquil.

Information on submitting bids is available to firms located in the U.S. from the Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

El Salvador invites bids for steel, cast-iron pipe

Bids are being invited by El Salvador for the procurement of galvanized steel and cast iron pipe, and respective fittings.

Invitation IM 16/62 calls for a total of 280 km. of galvanized steel pipe, diameters ranging from ¾ to 3 in., and various fittings.

Invitation IM 17/62 calls for a total of 135 km. of cast-iron pipe, diameters between 3 and 10 in., and appropriate fittings.

Bids should be submitted to the Administracion Nacional de Acueductos y Alcantarillados (Proveeduria), 2a Av. Nte. 512, San Salvador.

They will be opened at 10 a.m. Aug. 31 in the presence of representatives of the bidders.

Specifications in Spanish are available on loan to firms located in the U.S. from Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

Egypt requests tenders for two transformer stations

Bids are being invited by Egypt for supply, erection, and testing of two transformer stations complete with transformers, switchgear, auxiliaries, and building work, as follows:

Edfu outdoor transformer station consisting of two transformers, each 25 mv.-a., 132/33 kv.

Qena South outdoor transformer station consisting of two transformers, each 25 mv.-a., 132/33 kv.

Bids must be submitted to Assistant Under Secretary of State, M.P.W., for Mechanical & Electrical Department, Ministry of Public Works, Cairo, with a provisional deposit of 2% of the value of the contract.

A copy of the specifications is available on loan from Power & Electrical Equipment Div., Room 4217, BDSA, Department of Commerce, Washington 25, D.C.

Ceylon invites tenders for harbor tugboats

Ceylon has issued tenders for the supply of one harbor tugboat, overall length about 60 feet, beam about 15 feet, maximum draft 6 feet, and minimum shaft hp. 250.

The tugboat is to be used primarily in Colombo harbor in restricted areas using head, stern, and side towing.

An alternate proposal for a tugboat fitted with a Kort nozzle is invited.

Bids should be submitted by Oct. 10 to the Tender Board, Ministry of Labor & Nationalized Services, Colombo.

Copies of the tender notice are available on loan from Transportation Equipment Division, Room 4209, Department of Commerce, Washington 25, D.C.

Korea invites tenders for telephone equipment

The government of the Republic of Korea is inviting tenders for supply and delivery of 100 portable telephone test sets, 50,000 components for Strowger step by step telephone switching equipment, and various sizes of lead-covered telephone exchange cable under tender KFX-2080-S—total value $154,803.

Bid deadline is Sept. 1.

Bids should be sent to the Office of Supply, Government of the Republic of Korea, Seoul.

Specifications are available on loan from Communications Industries Division, Room 4019, BDSA, Department of Commerce, Washington 25, D.C.

Water, sanitary equipment asked for Ecuadorean school

Ecuador is inviting bids on the following materials for the Chemical Engineering and Radio Isotopes laboratory of the National Polytechnic School:

Water distribution equipment, drainage pump, water filtration pump, materials for pumping of residual waters, fire extinguishers, sanitary equipment (plumbing fixtures), and locks.

Lists and specifications may be obtained from the Secretario de la Escuela Politecnica Nacional, Calle Gandara 194, Quito.

Proposals will be accepted in totality or in part, and quotations must be submitted c.i.f. Guayaquil.

Offers, in sealed, waxed envelopes, will be received by the secretary Aug. 28 between 5 and 6 p.m.

Taiwan requesting tenders for cast-iron pipe, fittings

Bids are being invited by Taiwan for procurement of cast-iron pipe and fittings for the Taipei Water Works project, financed by an IDA loan.

Invitation GF3E13185B calls for sealed bids to furnish a total of 86,845 meters of cast-iron pipe of various diameters ranging from 80 to 600 mm., and appropriate fittings.

Bids will be received until 3 p.m. Sept. 11 by the Central Trust of China, Purchasing Department, 68 Yen Ping Nan Rd., Taipei, agent for the Taipei Regional Water Supply Commission.

Bidding documents and specifications are available to firms located in the U.S. from Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

Ceylon amends tender for reservoir scheme

Bid deadline for construction of Rajangana Reservoir Scheme has been extended from Aug. 28 to 10 a.m. Oct. 9 and the conditions of tender and specifications have been changed.

Copies of the bid documents and amendments are available from Water Industries Division, BDSA, Room 4116, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commedical Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Norway

Nuts, especially shelled California almonds; shelled, packaged mixed nuts; unshelled walnuts. Gjeruldsen, Oftedal & Nymoen A/S (manufacturer's agent), 3B Prinsensgate, Oslo. WTD 9/7/61.

201 Meat Products

Israel

★★ Frozen meats (kosher, nonkosher), Ship Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

Nigeria

Meats. Bhojsons & Co. (importer; wholesaler, retailer of provisions, textiles, electrical appliances), P.O. Box 867, Lagos. WTD 5/13/61.

202 Dairy Products

Philippines

Milk. Young's Trading (importing distributor, manufacturer's agent, merchandise broker), 629-31 Elcano, Manila.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Israel

★★ Jams, preserves in 5-8 oz. cups for use on airlines. Abraham Wald, P.O. Box 347, Haifa.

Netherlands Antilles

Canned foodstuffs; medium-priced canned foodstuffs such as vegetables, tomato products, fruit nectars. On exclusive basis. Cavano Trading Co., Inc. (importing distributor, wholesaler), 2 Parmentiersweg, Willemstad, Curaçao. WTD 6/6/62.

Nigeria

Canned foodstuffs, including fruits, vegetables. Bhojsons & Co. (importer; wholesaler, retailer of provisions, textiles, electrical appliances), P.O. Box 867, Lagos. WTD 5/13/61.

Philippines

Canned goods including dried beans, fruits, meats, fish, vegetables. Young's Trading (importing distributor, manufacturer's agent, merchandise broker), 629-31 Elcano, Manila.

204 Grain Mill Products

Saudi Arabia

Wheat flour, "Parboiled Century Patna Rice." Ghulam Mas'ud (Aka Ghulam Masood) (manufacturer's agent, commission merchant), P.O. Box 324, Jidda. WTD 2/25/57.

207 Confectionery, Related Products

Norway

Confectionery; chocolates, candy. Erling Qvale (importer, confectioner), 13 Kr. Augustsgate, Oslo. WTD 6/5/62.

208 Beverage Industry Products

Israel

★★ Whisky, wines, liqueurs. Ships Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

211 Cigarettes

Israel

★★ American cigarettes, tobacco. Dubek, Ltd., 33 Lilienblum, Tel Aviv.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Netherlands

Printed, woven nylons; prefer fabrics with width of 160 cm. (62.5 in.). N.V. Amatex (samples, price list requested) (manufacturer), 20 Industrieweg, Maassluis. WTD 6/12/62.

225 Knitting Mill Products

Norway

Fancy socks for men, children. Direct purchase and agent. Brodrene Brager-Larsen (manufacturer's agent, importing distributor), 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

227 Floor Covering Mill Products

Germany

Floor coverings, all kinds. Requests correspondence in German. Josef Klein, Tapeten-Linoleum, 35 Elberfelder Strasse or 861 Postfach, Hagen/Westf. WTD 7/3/62.

228 Yarn, Thread Mill Products

Venezuela

Raw materials for textile manufacture. Direct purchase and agent. Requests replies in Spanish. Limbex (importer distributor, manufacturer's agent). Edificio Olimpus, Oficinas A & B, Munoz a Solis, Caracas. WTD 3/16/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing, Related Garments

Norway

Leisure wear for hunters, anglers; beach, camping. Holm, Hanssen & Co. (importing distributor, manufacturer), 3 Youngstorget, Oslo. WTD 7/6/62.

Textiles: Piece goods, fabrics of synthetic cotton, synthetic fiber blends suitable for men's shirts. Bjarne Anker Bakke. (importing distributor), 44 Skippergaten, Oslo. WTD 6/21/62.

Saudi Arabia

Men's ready-to-wear clothes. Muhammad Mustafa 'Ashur (Aka Mohamed Mustafa Ashure) (importing distributor), P.O. Box 738, Jidda. WTD 6/12/62.

233 Women's, Misses', Junior's Outerwear

Saudi Arabia

Children's, women's ready-to-wear clothes. Muhammad Mustafa 'Ashur (Aka Mohamed Mustafa Ashure) (importing distributor), P.O. Box 738, Jidda. WTD 6/12/62.

238 Miscellaneous Apparel, Accessories

Germany

Lingerie, towels, knitwear, gloves. Katag AG., 4 Stressemannstrasse, Biglefeld, Duesseldorf. WTD 3/1/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Netherlands

Rough, finished lumber, roundwood, sawn wood, plywood, veneer, hardboard, softboard, chipboard, flake board, plastic board. Direct purchase and agency. Bekol Handelmaatschappij (manufacturer's agent), Vlothavenweg, Amsterdam.

259 Miscellaneous Furniture, Fixtures

France

Mobile window shutters, venetian type equipped with stainless metal parts. Requests replies in French. Henri Chomette (architect), 11 fg Saint-Martin, Paris 10e.

262 Paper Mill Except Building Paper Mill Products

Germany

Printing paper, stationery, fine paper. Carl Lange Nochfolger (importer, wholesaler), Parkallee 10, Bremen, P.O. Box 36.

New Zealand

● 2 side coated white art paper, 300 reams, 30 x 40 in.-100 lb./500; grain long and white opaque offset printing paper, 300 reams, 23 x 36 in.-60 lb./500. Tender P&S-4287. Bid deadline Aug. 24. Government Printing Office, Waterloo Quay, Wellington, New Zealand. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

263 Paperboard Mill Products

Germany

Cardboard. Carl Lange Nachfolger (importer, wholesaler), Parkallee 10, Bremen, P.O. Box 36.

264 Converted Paper, Paperboard Products

Netherlands

Masking tape. Direct purchase and agency. Fa. De Booy & De Booy (importing distributor), 1009 Malakkastraat, The Hague. WTD 6/7/62.

281 Industrial Chemicals

Germany

Chemical products for improvement of paper qualities. Direct purchase and agent. Muenzing & Co., Chemische Fabrik (manufacturer, importer), 174 Salzstrasse, Heilbronn a. Neckar. WTD 4/23/62.

Israel

★★ Chemicals. Dr. E. Fleishner, 40 Arlosoroff St., Naharia. NCIA.

★★ Chemicals for use in veterinary products. Vitamed, Ltd., P.O. Box 16085, Tel Aviv. NCIA.

☆ Dow, or equal, styron, green 4829, 22,000 lb.; Dow, or equal, styron, white, 744, 11,000 lb. Loan 28; U.S. source. S/A 791/1/224. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Sept. 30, prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Pakistan

Light chemicals: Urea, sodium phosphate, textile auxiliaries (dispersing, wetting, leveling, finishing agents). Chughtai Bros., 1 Nikka Chowk, Urdu Bazar, Gujranwala. WTD 7/20/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Israel

★★ Plastics. Dr. E. Fleishner, 40 Arlosoroff St., Naharia. NCIA.

★★ Epoxy-based protective coating for concrete pipes. E. Sheinson & Sons, Ltd., 8 Levontin St., Tel Aviv.

Spain

Synthetic rubber. Direct purchase and agency. Incogra, S.L. (importer, exporter, wholesaler), P.O. Box 317, Idiaquez 12, San Sebastian, Guipuzcoa.

U.A.R. (Egypt)

☆ Carbon black, 95 tons; synthetic rubber SBR, 117 tons; synthetic rubber medium acrylonitrile ratio, 132,000 lb. AID loan 27; U.S. source. Ref. WB/NM/71, WN/NM/72. Bid deadline Sept. 30. El Nasr Co. for Rubber Products, 22 Soliman El Halaby St., Cairo. ★

283 Drugs

El Salvador

● B-Complex fortified, 5,000 vials, 10 ml. Sterile, distilled water for injection; 25,000 ampoules, 2 ml.; 25,000 ampoules, 5 ml. Tender 123(62). Bid deadline Aug. 22. Ammonia water, 1,500 lb.; sodium bicarbonate, 500 lb.; caustic soda (to be packed in steel drums, fiber containers not acceptable); magnesium sulfate; gum arabic. Tender 119(62). Bid deadline Aug. 23. Creolin, 1,375 gal.; petrolatum solid, white, 2,000 lb.; petrolatum, liquid, 275 gal. Tender 124(62). Bid deadline Aug. 22. La Proveeduria General de la Republica, Ave. Espana 613, San Salvador. Specifications in Spanish. ★ (Telephone: WOrth 7-2239)

Germany

Pure pharmaceutical gelatines. According to agreement. SCHI-WA, Chemisch-Pharmazeutische Fabrik G.m.b.H. (manufacturer), Glandorf bei Osnabrueck. WTD 5/16/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Germany

Vermin killing agents, equipment, disinfectants; requests replies in German. Carl Kemmerling (importing distributor), 52 Schwerinstrasse, Duesseldorf. WTD 7/25/62.

Israel

★★ Luxury toiletries. Ships Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

287 Agricultural Chemicals

Germany

Chemicals: Insecticides, plant protection agents. Riedel-de Haen A.G. (importing distributor, manufacturer), Seelze/Hanover. WTD 2/5/62.

Israel

★★ Agricultural pesticides. Direct purchase or agency. Milchin Bros., Ltd., H. A. Milchin & Sons, 51 Merkaz Mischari St., Tel Aviv.

289 Miscellaneous Chemical Products

Israel

★★ Adhesives, glues. Netakh, Ltd. (chemicals factory), P.O. Box 649, Tel Aviv.

291 Petroleum Refining Products

Netherlands

Natural gas, oil conversion kits for industrial, consumer's use. Technisch Bureau Osewoudt, N.V., 130 Weteringkade, The Hague. WTD 7/17/62.

301 Tires, Inner Tubes

Syrian Arab Republic

General line of automobile, agricultural tires, tubes; quantity depends on prices, local market. Khaled Raif Hamadeh (commission merchant), P.O. Box 3, Quwatli St., Hama. WTD 7/17/62.

303 Reclaimed Rubber

Israel

★★ Rubber. Dr. E. Fleishner, 40 Arlosoroff St., Naharia. NCIA.

306 Fabricated Rubber Products

El Salvador

● Surgical gloves, 1,500 pairs, white. Tender 125 (62). Bid deadline Aug. 24. Oficinas de esta Proveeduria, Ave. Espana 613, San Salvador. Specifications in Spanish. ★ (Telephone: WOrth 7-3381)

Spain

Synthetic latex. Direct purchase and agency. Incogra, S.L. (importer, exporter, wholesaler), P.O. Box 317, Idiaquez 12, San Sebastian, Guipuzcoa.

307 Miscellaneous Plastics Products

Australia

Plastic kitchen utensils, medium priced. Direct purchase and agent. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, Sydney. WTD 7/6/62.

Israel

★★ Plastics for use in construction industry. Mr. Aiselfish, Mr. M. Chajot, P.O. Box 2868, Tel Aviv.

Netherlands

Plastic picture frames, low priced, not manufactured in Honk Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

313 Boot, Shoe Cut Stock, Findings

Iran

Shoe manufacturing raw materials, including heel, sole bonding materials.

Sherkate Sahami Kafshe MELLI (shoe manufacturer), 579 Khayyam Ave., Mehrabad. WTD 7/9/62.

317 Handbags, Other Personal Leather Goods

Netherlands Antilles

Dry goods; ladies handbags, all kinds, medium priced. Palais Oriental Import & Export Co., Ltd. (importer, retailer, wholesaler), 57 Prinsenstraat, Willemstad, Curaçao. WTD 7/5/62.

319 Leather Goods Not Elsewhere Classified

Netherlands

Small leather goods, low priced, not manufactured in Hong Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

322 Glass, Glassware

Italy

Semifinished glass products; white, yellow neutral glass tubes, diam. up to 30-32 mm. Vetron S.p.A. (Attention: Dr. Mario Miceli, President) (manufacturer), Via Tourtina 1064 or Piazza di Spagna 60/A, Rome.

326 Pottery, Related Products

Canada

Pottery, vases. Manhattan Wholesalers & Distributors, 5712 Kincourt Ave., Montreal.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Netherlands

Newly developed products in field of heat, cold, sound insulating materials. Direct purchase or agent. N.V. Asbest-en Kurkwerk H. Geerdink (importing distributor, manufacturer's agent), 282-88 Kanaal Zuid, Beekbergen.

331 Blast Furnace, Steel Works, Rolling, Finishing Mill Products

France

Tinplate. Requests replies in French. L'Auxiliaire De La Ferblanterie (manufacturer), 30-36-38 blvd. Isidore Dagnan, Marseille 4. WTD 7/23/62.

Israel

★★ Pig iron. A. Rosenberg, 188 Arlosoroff St., Tel Aviv.

★★ Hot rolled black sheets, Thomas quality, .4-2.99 mm., 3-20 mm. angles, U channels, double tees, tees, reinforcing round rods, other steels; Eliahu Pshouti, 8 Mikweh, Israel, P.O. Box 2915, Tel Aviv.

Norway

● Steel rails, 2,525 tons, 40 kg. per m. Bid deadline Sept. 3. Specifications in Norwegian and partly German. TUNNELBANEKONTORET, 21 Mallundveiem, Oslo.★ (Telephone WO 7-2363)

Pakistan

☆ Mild steel billets, to BSS 15, equivalent to specification SAE/1020. Loan 7; U.S. source. S/A RM 031434; credit amount, $1,601,880. S/A RM 031433; credit amount, $1,601,880. Bid deadline Sept. 6. Batala Engineering Co. (Pakistan), Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore.★

☆ Mild steel sheets, size 14 G, 8 x 3 ft.; 16 G, 8 x 3 ft.; 18 G, 8 x 3 ft.; mild steel tubes, electrically welded in various sizes; mild steel plate, mild steel wire, high speed alloy special steel rods; cold rolled, close annealed strips of suitable tensile strength for manufacture of cycle rims, mudguard. Loan 7; U.S. source. S/A RM 031404. Credit amount, $78,750. Bid deadline Sept. 4. Sartaj Industries, Ltd., 84 McLeod Rd., Lahore. Cable: SARTAJ, Lahore.★

☆ Mild steel billets to SAE 1020 random length of 18/22 ft. with works test certificate, every billet heat marked, size 2 x 2 in., 2½ x 2½ in. Quotations per long ton c.&f. Chittagong. Insurance covered in Pakistan. Loan 7; U.S. source. S/A RM 038934. Credit amount, $60,952. Bid deadline Sept. 8. Prince Iron Steel Industries, 26 Jinnah Ave., Dacca 2.

☆ Mild steel strip, bright CRCA, in coils with sheared edges, oiled, strong seaworthy wrapping, 4⅛ in. x 24 BG; bright cold rolled steel strip, medium hard, unannealed in 6/12 ft. length, oiled, strong seaworthy packing, 8 in. x 10 BG; mild steel plate, sheet; mild steel rod; steel rod, steel tubing. Loan 7; U.S. source. S/A RM 031381. Credit amount, $29,400. Bid deadline Sept. 3. Pakistan Cycle Industrial Cooperative Society, Ltd., Nila Gumbad, Lahore. Cable: BIKE, Lahore.★

☆ Prime electrolytic tinplate waste waste, bright finish, 0.25 lb. coating. Loan 7; U.S. source. S/A RM 030901. Credit amount, $23,310. Bid deadline Sept. 23. Pakistan Tin Factory, 60 The Mall, Lahore. Cable: TINFACTORY, Jallo.★

☆ Mild steel black sheets, 8 x 3 x 26 G, 8 x 3 x 28 G; galvanized plain sheets, 8 x 3 x 26 G, 8 x 3 x 28 G, 8 x 3 x 30 G., mild steel plates, 8 x 4 x ⅜ in. Loan 7; S/A RM 025253. Credit amount, $16,380. Bid deadline Sept. 7. Gul Mohammed & Bros., Pul Pukhta, Peshawar.

☆ Stainless steel flat bars, hot rolled, annealed, pickled, to BSS EN.56-B; stainless steel round bars, hot rolled, annealed, pickled, to BSS EN.56-B; stainless steel sheets, cold rolled, annealed, pickled, quality AISI-304 2-D finish. Loan 7; U.S. source. S/A RM 032403. Credit amount, $6,300. Bid deadline Sept. 4. Phillips & Jones, Phillips St., Sialkot City, W. Cable: PHILLIPS-JONES, Sialkot.★

☆ Mild steel sheets, cold rolled, close annealed, soft temper, pickled, oiled, 100% prime quality sheets, suitable for deep drawing and vitrous enameling, thickness USG 24, 26, 28, 30, size of sheets 3 x 6 ft., 3 x 8 ft., 4 x 6 ft., 4 x 8 ft. Loan 7; U.S. source. S/A RM 038879. Credit amount, $43,680. Bid deadline Sept. 9. Eastern Industries (Pakistan), Ltd., 80 Station Rd., P.O. Box 525, Chittagong.

☆ Galvanized plain sheets, 3 x 6 ft. x 30 G, 31 G, 32 G; galvanized iron wire, soft, 8-24 G; electrolytic tinplate, coating 0.50, 20 x 30 in. x 30 G, 32 G; galvanized iron wire, soft steel, 8-24 G. Loan 7; U.S. source. S/A RM 038932. Credit amount, $40,836. Bid deadline Sept. 9. Pakistan Metal Works, 7 Momin Rd., Rahmatganj, Chittagong. Cable: PAKNAIL, Chittagong.

☆ Mild steel billets to SA 1020; 2, 2½ in. sq.; standard lengths, with works test certificate, every billet heat marked. Loan 7; U.S. source. S/A RM 033148. Credit amount, $13,104. Bid deadline Sept. 10. Century Iron Sheet Products, Manghopir Rd., Karachi. Cable: CENTURY IRON.

☆ Galvanized plain sheets, 1.25 lb. coating, prime quality, 6 x 3 ft.-31 SWG, 6 x 3 ft.-32 SWG, high speed steel. S/A RM 038837. Credit amount, $7,464. Common coke, hot dipped, prime coke tinplates and waste waste, tin taggers; galvanized plain sheets, prime, 1.25 lb. coating; mild steel sheets, black plain sheets, Thomas commercial quality, cold rolled. S/A RM 038899. Credit amount, $38,965. Loan 7; U.S. source. Bid deadline Sept. 12. Metal Products, 144 Nawabpur Rd., Dacca 1. Cable: METALCANS, Dacca.★

☆ Mild steel sheets, first choice, prime, sizes 6 x 3 ft., 20 gage; 8 x 4 ft., 22 gage; or stainless steel sheets, size 6 x 3 ft., 28 gage; mild steel plates, first choice, prime, size 8 x 4 ft., ⅛ in thick; structurals: Mild steel angles or mild steel Z and T, suitable size for window sections. Loan 7; U.S. source. S/A RM 038893. Credit amount, $6,090. Bid deadline Sept. 12. E-Fak Engineering Co., 165 Revatimohan Das Rd., Dacca 1.

☆ Mild steel sheets, 8 x 3 ft. x 20, 24 G; mild steel plates, 8 x 4 ft. x ⅛ in; window section, Z angle, ¾ x ¾ x ⅛ in. Loan 7; U.S. source. S/A RM 038894. Credit amount, $5,040. Bid deadline Sept. 11. Aslam Brush & Steel Furniture Factory, 7/2, English Rd., Dacca.

☆ Electroplated tinplate, coating .25, size 20 x 30 in. x 30 gage, 10 tons; 18¾ x 28 in. x 30 gage; 20 x 30 in. x 26 gage, 5 tons; 20 x 30 in. x 24 gage, 5 tons. Loan 7; U.S. source. S/A RM 031409. Credit amount, $5,150. Bid deadline Sept. 6. New Zenith Scientific Works, Badami Bagh, Lahore, W.

☆ Mild steel wire, ordinary Thomas commercial quality in 3-14, 20, 22, 24 gages, SWG or BWG. Loan 7; U.S. source. S/A RM 024797. Credit amount, $12,726. Bid deadline Sept. 8. Mustafa R.C.C. Pipe Works, Hazara Rd., Hassanabdal, Dist. Campbellpur.

☆ Mild steel black annealed wire, gages 4, 6, 8, 10, 12, 14, 20; mild steel rods, 3/16 in., ¼ in.; for reinforcement purposes. Loan 7. S/A RM 031377. Credit amount, $7,917. Bid deadline Sept. 4. Thalcrete Co., P.O. Box 113, 190 Dalhousie Rd., Rawalpindi.

☆ Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating 3 x 6 ft., USG 34. Loan 7; U.S. source. S/A RM 038871. Credit amount, $10,464. Bid deadline Sept. 9. Salam Sheet Metal & Wire Netting Factory, 1176 Nazu Meah Lane, Chittagong.

Sudan

● Cotton ties, 1,650 tons, approx. dimensions 0.709 x 0.039 in. x 7 ft. 10 in. full length including overlapning, cold rolled, blued, coiled and cut on certain lengths, provided with patented perforations at the ends. Bid deadline Aug. 30. Assistant General Manager (Supplies), Sudan Gezira Board, Barakat.★ (Telephone WO 7-2363)

Thailand

☆ Steel reinforcing bars. Loan 19; worldwide. Invitation PDC-MEA-134. Bid deadline Sept. 14. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

333 Primary Smelting, Refining Nonferrous Metals

Israel

★★ Heavy aluminum products. Nyr Joseph & Co., P.O. Box 4581, 10 Hagenfen St., Haifa. NCIA.

335 Rolling, Drawing, Extruding Nonferrous Metals

Greece

● Aluminum electrical conductors of various kinds, estimated value $2.5 million. Bid deadline Sept. 11. Public Power Corp., 30 Chalkokondyli St., Athens.★ (WO 7-2181)

Israel

★★ Hot rolled low carbon steel wire rods, coils; copper water hardened spring

steel wire; copper stitching wire; phosphor bronze wire; special wire for steel wool production. Ref. I.R. 216. Special Projects Promotion Unit, Room 1522, Department of Commerce, Washington 25, D.C.

Pakistan

● Aluminum tie wire, armor, rod type twisting with wrenches, rod clips, rod wrenches. Tender 682/DS/9/Z-XXXV/62-63. Bid deadline Aug. 25. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Bharat Bldg., Lahore.★ (Telephone: WO 7-2181)

Saudi Arabia

Wire, cable for electrical use. Saudi National Electrical Co., P.O. Box 57, Riyadh. WTD 10/1/59.

336 Nonferrous Foundry Products

Australia

Aluminum kitchenware, low-medium priced. Direct purchase and agent. Kennerd Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'-Riordan St., Alexandria, N.S.W. WTD 7/6/62.

Mozambique

● Supply, installation of telephone-telegraph carrier equipment. Tender 140/62. Bid deadline Nov. 16. Office of General Storekeeper, Mozambique Harbors, Railways & Transport Services, Lourenco Marques. Specifications in Portugese.★ Telephone: WO 7-4823)

339 Miscellaneous Primary Metal Industry Products

Netherlands

Metal serving trays, metal picture frames; low priced, not manufactured in Hong Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

Pakistan

☆ Foundry type pig iron; mild steel wire BWG 4, 6. Loan 7; U.S. source. S/A RM 038839. Credit amount, $85,530. Bid deadline Sept. 9. Pak Iron Foundry & Steel Works, 144 Mitford Rd., Dacca 1. Cable: ADIL, Dacca.

342 Cutlery, Handtools, General Hardware

Germany

All types of hardware, low priced, attractive design. Karl W. Burmeister (importer, exporter, manufacturer, wholesaler), Soegestrasse 18-20, Bremen.

343 Heating Apparatus, Plumbing Fixtures

Belgium

Gas water boilers, heaters. Brunix (importer), 30 rue de la Vesdre, Verviers.

India

"Package" type water tube boiler: Steel cased; evaporation 18,000 lb. steam per hour; firing oil fuel; working pressure 285 lb. p.s.i.g.; final steam temperature 650° F; feed water temperature 100° F; complete with refractories, lagging, superheater, oil firing equipment, feed regulator, instruments, other automatic boiler control equipment. Godavari Sugar Mills, Ltd. (cane sugar, alcohol manufacturer, alcohol exporter), Fazalbhoy Bldg., Mahatma Gandhi Rd., Bombay 1. WTD 4/7/61.

Italy

Plumbing fixtures, equipment; equipment for central heating systems. Requests replies in Italian, French. S.I.T.I. di O. Cecchini, Viale Regina Margherita 59, Rome.

Netherlands

Metal plumbing fixtures. Technische Unie Heybroek-Zelander N.V. en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

346 Metal Stampings

Australia

Aluminum kitchenware, low-medium priced. Direct purchase and agent. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'-Riordan St., Alexandria, N.S.W. WTD 7/6/62.

Canada

Hardware specialties, particularly housewares. Direct purchase and agent. John A. Roe (importer, manufacturer's agent), 129 Haddon Ave. S., Hamilton, Ontario. WTD 7/10/62.

348 Miscellaneous Fabricated Wire Products

Canada

Baskets, wired containers for artificial flowers. Manhattan Wholesalers & Distributors, 5712 Kincourt Ave., Montreal.

New Zealand

All types of wire rope fittings; chain, chain fittings. John Shaw (N.Z.), Ltd. (manufacturers, importers, indent agents), Jellicoe St., P.O. Box 267, Auckland. WTD 6/28/62.

349 Miscellaneous Fabricated Metal Products

Israel

★★ Automatic temperature control valves. Direct purchase or agency. Israel Mendolson, 67 Hanamal, Haifa. NCIA.

351 Engines, Turbines

Germany

Flat-type gasoline engines: N=2.5 hp., n=4,500 r.p.m.; N=6 hp., n=3,000 r.p.m. Losenhausenwerk, Duesseldorfer Maschinenbau AG (manufacturer), 19 Schlueterstrasse, Duesseldorf-Grafenberg. WTD 6/12/61.

Israel

★★ Diesel agricultural motors. Morris Greenberg, Ltd., 89 Salame St., Tel Aviv.

353 Construction, Mining, Materials Handling Machinery, Equipment

Israel

★★ Hydraulic cylinders, jacks, lifts, hoists, pneumatics. Agency. Metallopechnica, Ltd., 25 Haazmauth Rd., Haifa. NCIA.

Thailand

☆ Towers, lattice poles. Loan 19; worldwide. Invitation PDC-MEA-135. Bid deadline Sept. 17. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

354 Metalworking Machinery, Equipment

Ceylon

Universal complete small plant for making hand hacksaw blades; production cap. 2 gross per hour; 10, 12 x ½ in. x .025 (tungsten, carbon steel) single, double edge. Manampery Industries (importing distributor, manufacturer's agent, manufacturer), 50 General's Lake Rd., Colombo 2. WTD 6/25/62.

Germany

All types of hand and small machine tools for commercial handicraft, home workshop; low priced, attractive design. Karl W. Burmeister (importer, wholesaler, exporter, manufacturer), Soegestrasse 18-20, Bremen.

India

☆ Garage tools. Loan 157; U.S. source. IL#991716/DLF/61/HQ/GG. Ref. 41(682)/61-AID.II. Larsen & Toubro, Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1. Bid deadline Sept. 8. Lists I, II, or equivalents, by other manufacturers.★

Israel

★★ Machinery for manufacture of steel coils, plastic lining, coating of steel tubes in sizes 2-6 in. diam. Middle East Co., Ltd., P.O. Box 788, Haifa.

Philippines

Complete equipment for primary wire rope manufacturing plant capable of producing wire rope 3/16-1 in. diam.; wire rope stranding (tandem type) crossing and wire winding machinery; butt welder for steel carbon wire, 2 kv.-a., cap. 0.4 mm.-2.0 mm.; air-cooled compressor for automatic stopping of strander, crosses, 2 hp.; wire rope cutter; quotations on both new, reconditioned machinery desired. B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer of antifriction bearings, wire rope, chainblock, other durables), 141 Plaridel St., Cebu City.

Republic of South Africa

Winding machine, automatic ignition coil winder. Instrulec (Pty.), Ltd. (importing distributor, manufacturer's agent), 7 Bree St., Cape Town. WTD 1/5/61.

355 Special Industry Machinery

Colombia

Tile making machinery capable of producing concrete tiles 20 x 20 cm., 25 x 25 cm. Requests replies in French. Cesar Diaz Suarez (retailer, commission merchant), Carrera 18, 21-34-Aptdo. Aereo 225 Sincelejo, Department of Bolivar. WTD 7/23/62.

Ecuador

Knitting machines, used: 1-16 needles/in.; 30-in. diam.; used, in excellent condition. Finishing machines: Buttonholder, overlock, 2 needles, collars; to operate with foregoing machine; used, in excellent condition. Leon Pienknagura (manufacturer, owner of local real estate), P.O. Box 2080, Quito.

Greece

● Air compressors, portable, 10; hammer, boring and knocking, automobile, 20. Total estimated value, $43,300. Tender B/472. Bid deadline Sept. 3. State Purchases Directorate B, 50 Socratous St., Athens,★ (WO7-5592)

India

☆ Universal grinding machine, model PAW 10 x 24 in., complete with standard

equipment. Delivered at Bombay. Ref. NSIC/HP/2B-2838/62.

☆ Milling machine with 42 x 9 in. table, 12 in. cross travel, hand feed, complete with model J milling, drilling, boring head, with 1 hp. motor for any standard voltage, 200-550 v., 3 ph., 50 c., reversing switch; hydraulic duplicating attachment, complete with accessories; universal tool, cutter grinder model OM, with additional equipment. Delivered at Calcutta. NSIC/HP/2C-1034/62.

☆ Thiel-Segura 117 bandsaw and filling machine thread 19 5/8 in. with accessories, spares, Deckel type FP=2; universal tool milling, boring machine, with complete attachments, accessories, tooling; Cincinnati 2 British built tool, cutter grinder, with complete attachments; Biohm model simplex 7 precision horizontal surface grinding machine with extra equipment, tooling; Foster deflection type electromechanical indicating control equipment for thermic fired pot furnace, range 0 OC-1,100 OC, Foster deflection type electromechanical temperature indicating control equipment for use on salt bath tempering furnace, range 0 OC-700 OC, Carl-Zeiss Jena universal horizontal metroscope with access, Carl-Zeiss Jena optical dividing head, 100; Mauser make precision measuring tools; Rockwell hardness tester No. 3, with extra equipment. Delivered at Baroda. Ref. NSIC/HP/2B-2842/62.

Loan 144; worldwide. Bid deadline Sept. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Plastic extruder for extrusion of high impact and general purpose polystyrene, with cap. about 1,000 lb. hr., together with hopper loader, dryer for drying granules, before extrusion, size 6 in. or equivalent, L/D, 20; heating electrical, electric current rating, 420 v., 3 ph., 50 c.; die for extrusion of 1/8 in. diam. strands (rods); palletizer for cutting polystyrene strands (rods), 1/8 in. diam., into pallets of 1/8 in. long, at rate of about 1,000-1,200 lb. per hr., heavy-duty type; recommended spares for above extruder; one spare screw. Loan 157; U.S. source. IL#990275/DLF. 157/HQ/61/CCI/CG.III. Ref. 41 (810)/61-AID-II. Bid deadline Sept. 7. Polychem, Ltd., 45/47 Apollo St., Fort, Bombay 1. Cable: POLYCHEMIC, Bombay.

☆ Limestone crushing plant: Jaw crusher, ball bearing motor, starters, screen. Loan 157; U.S. source. IL#990183/DLF.157/61/HQ/CG.III. Ref. 41(705)/61-AID.II. Bid deadline Sept. 20. Mettur Chemical & Industrial Corp., Ltd., Mettur Dam R.S., Madras Estate. Cable: CHEMICALS.★

☆ Size 38307 U.S. Hoffman centrifugal exhauster, direct V belt drive, designed for overhung load, 3. Special heresite baked phenalic coating of inside surfaces of intermediate section exhauster shell; complete with stainless steel shafts, lock nuts, washers, aluminum impelleer sihims, spacers, carbon ring retainers, adaptors; without motor, starter, base, drive components. Loan 157; U.S. source. IL#990188/DLF-157/61. Ref. 4(85)/62-AID-II. Bid deadline Sept. 18. Imperial Tobacco Co. of India, Ltd., Thapar House, 124 Janapath, New Delhi.

☆ Supply of various equipment, apparatus, appliances for chemical laboratory of Durgapur Thermal Power Station (extension scheme) of Durgapur Projects, Ltd. Loan 130; U.S. source. Specification DTPS-23. Bid deadline extended to Aug. 31. Durgapur Projects, Ltd., New Secretariat Bldgs., 1 Hastings St., Calcutta 1, where tender specifications may be obtained on loan and quotations should be sent to Managing Director. (INTERNATIONAL COMMERCE, July 30, p. 25.) ★

● Boxing, drilling, milling machine; electrical furnaces; balances; sand rammers; testers; moisture tellers; laboratory mixer metallurgical cutter; grinder, surfacer; cabinets; scales; testing machines; magnifiers; carbon determinators. Tender B-1110. Bid deadline Sept. 27. Tender may be obtained from and bids should be directed to India Supply Mission, 2536 Mass. Ave., NW, Washington 8, D.C.

Israel

★★ Machinery for calcination of flint clay, dressing of silex for linings, ultra high cutting equipment, magnetic separating equipment. Negev Ceramics Materials, Ltd., P.O. Box 21, Beersheba. NCIA.

★★ Machinery for canning of milk, milk products. Tenne Noga Dairies, Ltd., Kfar Shmaryahu.

★★ Machinery for manufacture of plastic, metallic coated papers. Ora, Lincoln St. 5, Tel Aviv.

Jordan

Machinery for making fiber, hemp ropes; soft processing and crushing machinery. Barghouti & Shilleh (manufacturer), Al-Mahata, Amman. WTD 7/15/62.

Pakistan

☆ Machinery required in certain units of existing malleable pipe fittings plant: Core sand mixing machine; core shooters or core shooting machines of rigid, 2-col. design; joggling press molding machines with manual lifting; machine for testing fittings by dipping method; socket threading machines for parallel threading of socket, sand conditioning machine. Loan 194; worldwide. Credit amount, $69,000. Bid deadline Sept. 1. Byesons Steel Mills, Ltd., P.O. Box 7353, El-Markaz, Bunder Rd., Karachi 3. Cable: HYLAMP. Copies of specifications may be obtained from Bank of America, 37-41 Broad St., New York 15.★

Complete plant to manufacture coal-tar dyes; textile machinery, rollers, weaving, spinning, dyeing, bleaching. Direct purchase and agent. Chughtai Bros. (manufacturer, importing distributor), 1 Nikka Chowk, Urdu Bazar, Gujranwala. WTD 7/20/62.

● Date dehydrating, packaging machinery, equipment; cap. approx. 5 tons per day. Interested in quotations, catalogs. M. Hozure Alam, President, Dates Cooperative Marketing & Processing Society, Ltd., Khaipur, West Pakistan.

Switzerland

Marking machines, equipment for marking metals, dispatch. Direct purchase and agent. Ripac AG. (importing distributor), im Hagenbrunnell 6, Postfach, Zurich, 11/46. WTD 7/26/62.

Taiwan

☆ Machinery, equipment for tunnel kiln of manufacturing chinaware: Clay section, 1 set; sagger, 1 set; shaping, 1 set; heavy boil baking, 1 set; pusher, 1 set; kiln construction materials, 1 set; meter section, 1 set. Loan 47; worldwide. Credit amount, $15.630. Bid deadline Sept. 4. First Commercial Bank of Taiwan for Ta Tung Chinaware Co., Ltd., 18-362 Lane Minsheng Rd., Tiapei.★

356 General Industrial Machinery, Equipment

Burma

● Complete refinery plant with auxiliary unit for rice bran oil, cotton seed oil consisting of deacidification unit, vacuum bleaching, high vacuum deodorizing and dewaxing unit, electrical cable materials, boiler, pumps. Tender M/1. Bid deadline Sept. 7. State Agricultural Marketing Board, Ministry of Trade Development, 70 Phayre St., Rangoon.★ (Telephone: WO 7-5592)

Chile

● Mechanized equipment, other accessories for grain transport, elevators for silo warehouses. Bid deadline Oct. 25. Empresa de Comercio Agricola, Santiago de Chile. Specifications in Spanish.★ (Telephone: WO 7-5592)

Germany

Stereo, hi-fi equipment complete with loudspeaker systems. Requests replies in German. Heinrich W. Merkel (importing distributor, exporter, manufacturer's agent), 152 Olpketalstrasse, Dortmund-Luecklemberg. WTD 9/8/61.

Fan motors, evaporator fans, radial fans, condenser fans. Gebr. Winkelstraeter GmbH, 59 Breslauer Strasse, Wuppertal-Barmen, Duesseldorf. WTD 6/7/62.

India

☆ Parts required for 11 ft., 6 in. diam. x 14 ft. drum filter S/N R-2373; type 321 stainless steel belt mechanism (cloth type), consisting of split alining roll with internal parts; spiral discharge roll with drive, spiral roll wrap, take-up roll, demooning bar; scraper, blade; wash pipes with nozzles, wash trough; wash manifold with strainer, end brackets; drum covers, 5, POPR-837. Loan 217; U.S. source. IL#A-792257/60. Ref. 65(18)/62-AID(1). Bid deadline Sept. 6. Alembic Chemical Works Co., Ltd., Baroda 3.

☆ Oil firing equipment. Loan 157; U.S. source. IL#990095/DLF.157/HQ/61/CCI/C.G.III. Ref. 4(144)/62-AID-II. Bid deadline Sept. 10. Associated Cement Cos., Ltd., 121, Queens Rd., Bombay. Cable: ACCPURCHEZ, Bombay.★

Israel

★★ Chemical dryer. Brroklyn Co., Ltd., 26 Hakhalutzim St., Tel Aviv.

357 Office, Computing, Accounting Machines

Australia

Home weighing scales, medium priced. Direct purchase and agent. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, N.S.W. WTD 7/6/62.

Bermuda

Office equipment: Typewriters, adding machines. Direct purchase and agent. Ll. Newton Butterfield Construction Co. (importing distributor; manufacture, commission merchant), Hamilton. WTD 1/23/62.

Germany

Bathroom scales (spring weighing machines), weights in kg. Direct purchase and agent. Paul Backes, Export-Import (importer, wholesaler), 14 Ascheweg, Wuppertal-Ronsdorf. WTD 7/5/62.

358 Service Industry Machines

Belgium

Superlubricant dispensers for distribution to filling stations. Huileries Du Marly, S.A. (manufacturer, wholesaler), 202 chaussée de Vilvorde, Brussels 2.

Brazil

Complete equipment for drycleaning plant. Dr. Jose Varzea (engineer), Recife Hotel, Rua do Imperador 310, Recife.

Germany

All kinds of vending machines. Direct purchase and agent. Kontek Kontrolltechnik Herbert K. Zschaeck (importer, wholesaler, sales agent), 52 Augusta-Anlage, Mannheim. WTD 6/18/62.

Israel

★★ Teaching machines. Export or agency. Lachman, Ltd., Herzl 55, Haifa.

361 Electric Transmission, Distribution Equipment

Germany

Switches, all types. Requests correspondence in German. Gebr. Winkelstraeter GmbH, 59 Breslauer Strasse, Wuppertal-Barmen. WTD 6/7/62.

India

● Engine testing, tune-up equipment for automobile repair shop. Tender 190/Beas/4066/Global. Bid deadline 10 a.m. (IST) Sept. 28. Superintendent Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief tender specifications available free from India Supply Mission (ref. D/ENQ/510), 2536 Mass. Ave., NW., Washington, D.C.

☆ 5-ton electric hoists, 6; 1-ton electric hoists, 6; 1-2-ton electric hoists with weighing scales, 3; graphite nozzles, stopper heads, 1,000; motive speedalinger sand rammer, with discharge head, complete with trach gage lowering and raising arms, receiving hoppers, complete with all electrical equipment suitable for a.c. 3-ph., 50 c., 400/440 v. supply, cable, cable reels with collecting rings and necessary spares ready to operate; 60 A speedmullor 12 cu. ft. cap., with dust hood, air operated, discharge door, couplings, skip hoist with curved frame, overall length 17 ft. 1 in. counterweighted; 10-ton electric hoists, 3; model 60 stationary sand preparator, cap. 40 tons per hour, with steel frame, vibrating screens with shoe type lumpmaker. Loan 157; U.S. source. IL#990315/DLF/61. Ref. 4(64)/62-AID-II. Bid deadline Sept. 6. K.C.P., Ltd., 38 Mount Rd., Madras 6. Cable: KECEPE, Madras.★

☆ Earth conductors, accessories for 220 kv. overhead transmission lines for Sabarigiri (Pamba) Hydroelectric Project, U.S. source. Tender T2(J)3/62. Bid deadline Oct. 15. Office of Chief Engineer (Electricity), P.O. Box 65, Trivandrum 1, Kerala, where tender documents, including 3 sets of instructions to tenderers, tender form, specifications, schedules, copy of general conditions of contract for plant, machinery, manufactured equipment are available for sale.★

Pakistan

● 12 100 a. railway car generators complete with pulley, motoring terminal, voltage relay, regulator. Bid invitation P3/HB2/67/62. Bid deadline noon Sept. 12. Controller of Stores (P), P.E. Railway, Pahartali, Chittagong.★ (Telephone: WO. 7-4242)

362 Electrical Industrial Apparatus

Israel

★★ Mobile electronic equipment for use in automotive industry. Direct purchase or agency. Engineering Supplies, Ltd., Citrus House, Tel Aviv.

363 Household Appliances

Israel

★★ Heavy household electrical appliances. Ship Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

364 Electric Lighting, Wiring Equipment

Iraq

● Projection lamps. Tender Misc., 6. Bid deadline Sept. 19. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-5345)

365 Radio, Television Sets

British Guiana

Phonograph records, all types. Sandbach, Parker & Co., Ltd. (importing distributor, manufacturer, commission merchant), 43/46 Water St., Georgetown (Attention: M. C. E. Hemery). WTD 6/9/61.

366 Communication Equipment

Israel

★★ Pocket paging equipment for agricultural industrial, medical use. Direct purchase or agency. Keren Electronica, Ltd., Industrial Area, Ashkelon. NCIA.

★★ Electromechanical machines, instruments. Agency only. Engineering Supplies, Ltd., Citrus House, Tel Aviv.

☆ Bristol level transmitters, model G685M-16, with No. 108 bulb, neoprene diaphragm, 10; 20 m. connecting BACT tubing; Bristol recording metapump controller for 4 pumps, 3; Bristol nonrecording nonindicating metapump controller, 5; Bristol single pen indicating recording metameter receiver, 5; Bristol 2 pen indicating recording metameter receiver, 2; Bristol indicating inegrating flowmeter transmitter for station PTSH-1. Loan 28; U.S. source S/A OM 3987. Bid deadline Aug. 30. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Sept. 30, prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.★

367 Electronic Components, Accessories

Germany

Electron tubes; semiconductor devices; other electronic components, accessories for radio, television, office machinery industry. CUGI Export-Import Curt Ohlrogge K.G. (importing distributor), Erikastrasse 176, Hamburg 20.

Coils; evaporator, condenser. Gebr. Winkelstraeter GmbH, 59 Breslauer Strasse, Wuppertal-Barmen, Duesseldorf. WTD 6/7/62.

Israel

★★ Electronic instrumentations, general electronic equipment. Direct purchase or agency. Lachman, Ltd., Herzl 56, Haifa.

★★ X-ray, research equipment; special purpose electronic equipment. Agency only. Eastronics, Ltd., 22 Mazze St., Tel Aviv.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Iraq

Diagnostic X-ray unit, accessories for Khir Hospital in Baghdad. Bid deadline Sept. 23. Terms, specifications may be obtained from Secretary of Committee, Ministry of Finance, Baghdad, for $2.80 plus 70¢ mailing charge. (WO 7-2934)★

Israel

★★ Complete line of electrical instruments, machinery for use in medical profession, laboratories. Levant X-Ray, Ltd., 39 Wolfson, Tel Aviv.

371 Motor Vehicles, Equipment

Iraq

● Ambulances, 20 for use by Ministry of Health. Bid deadline Sept. 13. Terms, specifications available for $5.60 (2 dinars) per copy, plus $.70 airmail charge. Deposit of 7% for first 1,000 dinars and 5% for remainder of amount quoted or bank guarantee for same amounts required. Secretary of Committee, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

● Ambulances, 9. Tender 129/62. Bid deadline Sept. 12. Tender documents available for $2.80 (1 dinar) from Iraqi Ports Administration, Basra.

Korea

● Trucks: Nightsoil, collection, vacuum, 17; dump, refuse, garbage, 30. Tender KFX-2077-S, PR-62-48. Worldwide. Bid deadline Aug. 25. Office of Supply, Government of Republic of Korea. Specifications, terms available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★ (Telephone: WO 7-3294)

Viet-Nam

☆ Supply of gas trucks, 5; 4-wheel drive utility wagon. Bid invitations 0570-09062; 0571-09062. Bid deadline extended to Aug. 29. Ref. PIO/C 430-A-11-AA-9-20435; PIO/C 430-A-11-AA-9-20431. Central Purchasing Authority, c/o Quan Mai Dich, 7 duong Hong-Thap-Tu, P.O. Box H-5, Saigon.

373 Ship, Boat Building, Repairing

Israel

★★ Aluminum boats. Agency only. Morris Greenberg, Ltd., 89 Salame St. Tel Aviv.

381 Engineering, Laboratory, Scientific, Research Equipment

Germany

All kinds of novelties, except glass for chemical, pharmaceutical, petroleum (ASTM standards), fish industry laboratories. Requests correspondence in German. Keinrich A. Kroll Carl Stelling Nachf. Kattentwiete 1, Hamburg. WTD 4/13/62.

Iraq

● Electric stills, 25, for 230/380 volt AC, three phase electric circuit. Output capacity, 16 to 20 litres per hour. Closing date, September 9, 1962. Copies of terms and specifications may be obtained from Secretary, Ministry of Finance, Baghdad, Iraq, on payment of $2.80 per copy for regular mail and $3.50 for air mail. Bids to be submitted to President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (WO 7-2775)

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Thermostats, electrical heat kits. Gebr. Winkelstraeter GmbH, 59 Breslauer Strasse, Wuppertal-Barmen, Duesseldorf. WTD 6/7/62.

Republic of South Africa

Industrial instruments: Temperature, pressure, flow, moisture determination recording, indicating instruments. Direct purchase and agent. Instrulec (Pty.), Ltd. (importing distributor, manufacturer's agent), 7 Bree St., Cape Town. WTD 1/5/61.

384 Surgical, Medical, Dental Instruments, Supplies

Ecuador

● Medical equipment for new Ambato Hospital. Bid deadline Sept. 3 (previously reported as Sept. 13). Secretario de

la H. Junta de Licitaciones, Calle Guayaquil 1575, Quito. Specifications available from Seccion General del ministerio de Prevision Social, Calle Espejo y Guayaquil, Quito, for $5 airmail charge.

Norway

Industrial personal safety appliances, such as helmets, masks, protective clothing, screens. Direct purchase and agent. Willy Gjertsen (importing distributor, manufacturer's agent), 7 Karl Johansgate, Oslo. WTD 3/30/62.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Netherlands

Small clocks, low priced, not manufactured in Hong Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

Alarm clocks, watches. Direct purchase and agency. H. Rosenthal (importing distributor, manufacturer's agent), 2 Rooseveltlaan, Amsterdam-Z., The Hague.

391 Jewelry, Silverware, Plated Ware

Netherlands

Stainless cutlery, low priced, not manufactured in Hong Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

394 Toys; Amusement, Sporting, Athletic Goods

Canada

Sporting goods of all kinds. Direct purchase and agent. John A. Roe (importer, manufacturer's agent), 129 Haddon Ave. S., Hamilton, Ontario. WTD 7/10/62.

Chile

● Tennis balls, 600 doz.; frames for tennis rackets, 200; samples required. Public Bid 65. Bid deadline 4 p.m. Aug. 31. Bids to be submitted on special forms obtainable from Chilean State Department of Supplies and addressed to Purchasing Department, Amunategui 66, Santiago. Terms, conditions, specifications in Spanish. ★ (Telephone: WOrth 7-2924)

France

Toys—all kinds except dolls. Requests replies in French. Arbois (importer, wholesaler), 123 rue de Tocqueville, Paris 17e.

Novelty toys, gadgets; all kinds. Requests replies in French. Direct purchase and agent. L'Expansion Economique-Monique Melzer (importer, exporter, manufacturer), 42 rue René Boulanger, Paris 10e.

Germany

Toys, mechanical toys. G. L. Bohn & Co. (importing distributor), Grosse Bleichen 68, Hamburg 36.

New type of plastic toys. Requests replies in German. Direct purchase and agent. Karl Siemens (manufacturer), Postfach 209 (588), Luedenscheid/W. WTD 6/28/62.

Israel

★★ Complete line of fishing equipment. Morris Greenberg, Ltd., 89 Salame St., Tel Aviv.

395 Pens, Pencils; Other Office, Artists' Materials

Germany

Price markers; electrical, hand operated. Direct purchase and agent. Kontek Kontrolltechnik Herbert K. Zschaeck (importer, wholesaler, sales agent), 52 Augusta-Anlage, Mannheim. WTD 6/18/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Germany

Florists' requisites such as artificial flowers, wreath and flower ribbons. Requests correspondence in German. Westdeutsche Samenhandlung Gebr. Kallfelz, 11-15 Kleinmarschierstrasse, Aachen. WTD 7/3/62.

398 Miscellaneous Manufacturing Industry Products

Australia

Household brushware, low-medium priced. Direct purchase and agent. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, Sydney. WTD 7/6/62.

Netherlands

Clothesbrushes, toothbrushes; low priced, not manufactured in Hong Kong or Japan. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

505 Farm Products, Raw Materials

Israel

★★ Seed, agricultural products. M. Waldstein, 5 Palm St., P.O. Box 1468, Haifa.

★★ Wheat. Galam, Ltd., 68 Nahlat Benjamin, P.O. Box 2921, Tel Aviv.

635 Surety Insurance

Israel

★★ Wishes to represent American insurance company and all insurance except life. Pell Palestine & Egypt, Lloyd, Ltd., P.O. Box 394, Tel Aviv.

739 Business Services

Israel

★★ Established food chemists laboratory for all foods and citrus seeks to represent American firm. Benjamin Zelcbuch, 22 Allenby Rd., Tel Aviv.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

Nigeria

Frozen poultry, such as meats, in ready-for-oven state. D. L. Payne (Nigeria), Ltd. (importing distributor, manufacturer's agent), 41B Commercial Ave., P.O. Box 151, Yaba, Lagos. WTD 9/14/59.

Philippines

Canned corned beef. C. B. Antolin Enterprises, (manufacturer's agent), 2318 Tejeron, Sta. Ana, P.O. Box 730, Manila. WTD 5/15/52; being revised.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Denmark

Canned fruits, peaches, apricots, fruit cocktail, Hawaiian pineapples; canned fish products, Alaska crabmeat, lobster meat, salmon. Kjeld Larsen Import-Export (manufacturer's agent), 8 Paradisaasen, Holte. WTD 7/13/62.

Netherlands Antilles

Foodstuffs: Canned fruit juices; tomato ketchup; canned fish products. Baardse Trading Co., Inc. (wholesaler, agent), P.O. Box 376, Willemstad, Curaçao. WTD 6/29/62.

Norway

Canned vegetables, such as asparagus, beans, corn. Rolf Jensen (manufacturer's agent), 1 Bankplass, Oslo. WTD 6/7/62.

Spain

Canned vegetables, fruits. Candido Delgado Romas (manufacturer's agent), Gaspar Fernández 2, Santa Cruz de Tenerife, Canary Islands. WTD 7/6/62.

204 Grain Mill Products

Spain

Grains; yellow corn no. 2. Candido Delgado Ramos (manufacturer's agent), Gaspar Fernández 2, Santa Cruz de Tenerife, Canary Islands. WTD 7/6/62.

209 Miscellaneous Food Preparations, Related Products

Netherland Antilles

Foodstuffs, edible oil; soybean oil, medium-priced, packed in pint, quart, gal. cans. On exclusive basis. Anglo Dutch Overseas Agencies, Ltd. (importer, wholesaler, sales agent), 19 Breedestraat (P), Willemstad, Curaçao. WTD 7/3/61.

Spain

Soybean oil in cans of 200 l. cap. Candido Delgado Ramos (manufacturer's agent), Gaspar Fernández 2, Santa Cruz de Tenerife, Canary Islands. WTD 7/6/62.

221 Broad Woven Fabric Mill Products, Cotton

Australia

Cotton shirting materials. Exclusive agency desired. F. H. Stevens (manufacturer's agent), 66 Walker St., North Sydney. WTD 3/30/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

New Zealand

Medium class, medium quality, man-

made synthetic textiles. Amalgamated Dairies, Ltd. (exporter, importer, commission merchant), Tasman Bldg., Anzac Ave., P.O. Box 865, Auckland. WTD 6/20/62.

223 Broad Woven Fabric Mill Products, Wool

Australia

Upholstery fabrics. Clipper Trading Co. Pty., Ltd. (manufacturer's agent), 306 Pitt St., Sydney. WTD 6/26/60.

Furnishing fabrics: Nylon upholstery, cotton curtain prints. Exclusive agency desired. F. H. Stevens (manufacturer's agent), 66 Walker St., North Sydney. WTD 3/30/62.

224 Narrow Fabric, Other Smallwares Mill Products

Australia

Tie materials. Clipper Trading Co., Pty., Ltd. (manufacturer's agent), 306 Pitt St., Sydney. WTD 6/26/60.

227 Floor Covering Mill Products

Netherlands

Floor coverings. A. R. van Es (manufacturer agent), 99 Populierenlaan, Amstelveen, The Hague. WTD 6/7/62.

229 Miscellaneous Textile Goods

Australia

Laces for underwear manufacturers, wholesalers. Raschelles. C. F. Dwyer (manufacturer's agent), 181 Clarence St., Sydney. WTD 12/2/60.

Uganda

Nylon fishing nets, nylon twine; quantity depending on other terms. Pyaralli Abdulla, Ltd. (manufacturers' representative, commission agent, merchant, distributor, indentor), P.O. Box 111, Kampala. WTD 7/5/62.

233 Women's Outerwear

Netherlands

Women's outerwear such as dresses, blouses, sweaters. Agentuur en Commissiehandel H. F. Bodewes (manufacturer's agent), 164 Herengracht, Amsterdam.

New Zealand

Textile piece goods, dress goods. Brendan E. Carmody, "Airedale House" (manufacturers' agent), Airedale St., Auckland. WTD 7/11/62.

236 Girls', Children's, Infants' Outerwear

Australia

Cotton textiles, dacrons for dresses, blouses, children's clothes. Clipper Trading Co. Pty., Ltd. (manufacturer's agent), 306 Pitt St., Sydney. WTD 6/26/60.

Norway

Dresses, blouses; cotton, synthetic fabrics for ladies, misses. Sverre Darner (manufacturer's agent), 6 Johannes Brunsgate, Oslo. WTD 7/5/62.

239 Miscellaneous Fabricated Textile Products

Netherlands

Curtain furniture covering materials. A. R. van Es (manufacturer's agent) 99 Populierenlaan, Amstelveen, The Hague. WTD 6/7/62.

New Zealand

Textile piece goods: Furnishing fabrics. Brendan E. Carmody, "Airedale House" (manufacturers' agent), Airedale St., Auckland, C.1. WTD 7/11/62.

Norway

(Duck) canvas, belt. O. Braende (manufacturer's agent), 7 Professor Dahlsgate, Oslo. WTD 7/6/62.

262 Paper Mill Products

Germany

Sulfite, sulfate paper; newsprint, body paper for wallpaper, pasteboards. Requests replies in German. Willy Ditgens (manufacturer's agent), 52 Bluecherstrasse, Duesseldorf. WTD 7/3/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Norway

Chemicals, raw materials for rubber industry. Solberg & Anderson A/S (importing distributor, manufacturer's agent, 5 Hansteensgate, Oslo. WTD 11/27/61.

283 Drugs

Africa

Medicines, pharmaceutical products for direct import. Emil Abegg & Cia., Lda. (general merchants, importers, wholesalers, selling agents), P.O. Box 78, Lourenço Marques. WTD 12/15/59.

291 Petroleum Refining Products

Australia

Instrument lubricants; operating temperatures, +20°F-+130°F, −60°F-+320°F; min. loss of efficiency under radioactive conditions. R. M. Thomas (agent, importer, wholesaler, watchmaker), 61 Hewitt Ave., Wahroonga, N.S.W. WTD 4/13/62.

307 Miscellaneous Plastics Products

Belgium

Plastic household goods. E. I. Baum (commission agent), 192 Ave. du Diamant, Brussels.

Germany

Technical plastic products: Detachable threaded pipe joints, all nylon or nylon/metal; max. pressure plastic hose, related items. Delacamp & Rosenstiel K. G. (manufacturer's agent), Schulstrasse 36, Reinbek b., Hamburg.

316 Luggage

Norway

Leather goods: Brief cases, trunks. Torjus Fabrikker (importing distributor, wholesaler, manufacturer), 9 Framsgaten, Sarpsborg. WTD 6/22/62.

317 Handbags, Other Personal Leather Goods

Norway

Leather goods, such as handbags, belts, pocketbooks, gloves, novelties. Torjus Fabrikker (importing distributor, wholesaler, manufacturer), 9 Framsgaten Sarpsborg. WTD 6/22/62.

334 Secondary Smelting, Refining Nonferrous Metals

Israel

Brass ingots. Joseph Myr & Co. (agent), P.O. Box 4581, Haifa. WTD 7/9/62.

342 Cutlery, Handtools, General Hardware

Denmark

Marine hardware; fittings, water closets for pleasure boats; winches, anchor blocks, steel blocks. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

Netherlands

Door hardware. Firm requests literature and price lists. A. P. de Wild (manufacturer's agent), 51b Amstel, Amsterdam.

Builders' door, window hardware. Argentuur-en Commissiehandel H., 24 Sparrenlaan, Driebergen.

Philippines

Handsaws, pliers, screwdrivers, logging tools, hand powersaws, and other woodworking tools. Eurasian-American Commercial (manufacturer's agent), 601 Manhattan Bldg., Nueva, Manila. WTD 3/17/61.

343 Heating Apparatus

Germany

Technical equipment; accessories for oil heating installation, oil burner construction equipment. Requests replies in German. Richard Sieber (manufacturer's agent), Friedrich-Ebert-Damm 19, Hamburg-Wandsbek.

346 Metal Stampings

Netherlands

Small kitchen utensils. A. P. deWild (manufacturer's agent), 51b Amstel, Amsterdam.

351 Engines, Turbines

Denmark

Marine motors. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 7/17/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Materials-handling equipment. Wilhelm Ebinger, Metallwarenfabrik, 1 Im Hoelzle, Grunbach/Remstal (Wuertt), Stuttgart. Requests correspondence in German, French. WTD 4/23/62.

354 Metalworking Machinery, Equipment

Germany

Metal cutting machinery: Lathes, drilling, grinding, milling, planing machines; for industrial purposes. Walther & Schmidt (sales agent for 22 manufacturers of metal processing machine tools), Richard Dehmelstrasse 24, Bremen.

355 Special Industry Machinery

Germany

Machinery, tools, all kinds, for shoe, textile, plastic, leather processing industries. Josef Chrobok GmbH (manufac-

turer), 8-10 Hans-Bunte-Strasse, Heidelberg. WTD 4/23/62.

New types of packaging materials, machinery. Requests replies in German. Willy Ditgens (manufacturer's agent), 52 Bluecherstrasse, Duesseldorf. WTD 7/3/62.

357 Office, Computing, Accounting Machines

Belgium

Desires to represent U.S. manufacturers in sale of equipment, production in Belgium or other Common Market countries. Computers. Manufacture Belge de Lampes et de Matériel Electronique, M.B.L.E. (manufacturer), 80 rue des Deux Gares, Brussels. WTD 5/15/62.

361 Electric Transmission, Distribution Equipment

Germany

Measuring instruments; dimensional precision gages, mechanical, compressed air, all other types; for industrial purposes. Walther & Schmidt (sales agent for 22 manufacturers of metal processing machine tools). Richard Dehmelstrasse 24, Bremen.

363 Household Appliances

Viet-Nam

Parts for sewing machines. Curt R. Schaefer (manufacturer's agent), 14 duong Ton That Dam, Saigon. WTD 4/19/61.

365 Radio, Television Sets

British Guiana

Radios, particularly transistorized; record players; amplifiers; tape recorders. Direct purchase and agent. Affonso's Modern Record Store (importing distributor), 64 King St., Georgetown. WTD 7/20/62.

Pakistan

Radios. Deens (manufacturer, manufacturer's agent, importing distributor), 4 Forbes Bldg., Donnuly Rd., Karachi, or 9 McLeod Rd., Lahore. WTD 7/18/62.

366 Communication Equipment

Belgium

Aeronautical electronics; airborne, ground. Desires to represent U.S. manufacturers in sale of equipment, production in Belgium or other Common Market countries. Manufacture Belge de Lampes et de Matériel Electronique, M.B.L.E. (manufacturer), 80 rue des Deux Gares, Brussels. WTD 5/14/62.

France

Automatic door controls. Société Europe Technique (agent), 10 rue Royale, Paris.

Airplane instruments, such as radio; U.S. standards. Société Europeenne De Representations Aeronautique & Industrielle (importer, exporter), 17 rue Richer, Paris 9e. WTD 6/15/62.

367 Electronic Components, Accessories

Belgium

Developments in microminiaturization. Desires to represent U.S. manufacturers in sale of equipment, production in Belgium or other Common Market countries. Manufacture Belge de Lampes et de Matériel Electronique, M.B.L.E. (manufacturer), 80 rue des Deux Gares, Brussels. WTD 5/14/62.

British Guiana

Radio replacement parts. Direct purchase and agent. Affonso's Modern Record Store (importing distributor), 64 King St., Georgetown. WTD 7/20/62.

372 Aircraft, Parts

France

Spare parts, motors, tools for airplanes; U.S. standards. Société Europeenne De Representations Aeronautique & Industrielle (importer; exporter of spare parts, motors, tools for airplanes), 17 rue Richer, Paris 9e. WTD 6/15/62.

381 Engineering, Laboratory, Scientific, Research Instruments, Related Equipment

Republic of South Africa

Scientific, oceanographic instruments. Instrulec (Pty.), Ltd. (importing distributor, manufacturer's agent), 7 Bree St., Cape Town. WTD 1/5/61.

384 Surgical, Medical, Dental Instruments, Supplies

Greece

Medical, scientific instruments. J. J. Kyroglou (selling, manufacturer's agent), 5 Aristotelous St., Thessaloniki.

386 Photographic Equipment, Supplies

Australia

Ultra precise timing equipment; master controlled time systems, including ancilliary equipment, such as date stamps, programme controllers, turret clocks, chimes, if pendulum type transmitter; timers, music, pigeon, sports, photographic. R. M. Thomas (agent, importer, wholesaler, watchmaker), 61 Hewitt Ave., Wahroonga, N.S.W. WTD 4/13/62.

394 Toys; Amusement, Sporting, Athletic Goods

France

Toys, particularly electrical toys. Requests replies in French. Ets. Arene (manufacturer), 8/10 passage Turquetil, Paris 11e.

399 Miscellaneous Manufacturing Industry Products

Australia

Instrument lathes, bench equipment. R. M. Thomas (agent, importer, wholesaler, watchmaker), 61 Hewitt Ave., Wahroonga, N.S.W. WTD 4/13/62.

Netherlands

Business gift items. Handelsonderneming Oriental (manufacturer's agent), 2A Hertog Hendriklaan, Baarn.

505 Farm Products, Raw Materials

Norway

Raw cotton, H. L. Holler (manufacturer's agent), 62 Oscarsgate, Bergen. WTD 6/20/62.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Israel

★★ Spaghetti, dehydrated soup mixes. Osem Food Industries, Ltd., 3 Hakhashmal, Tel Aviv.

★★ Dehydrated vegetables—onions, carrots, beets, potatoes, tomatoes—for manufacture of soups. Deco Swiss-Israel Dehydration Co., Ltd., 94 Allenby Rd., Tel Aviv.

249 Miscellaneous Wood Products

Malaya

Cane walking sticks with Malayan scenery carving, 3 ft. long. 1 in. diam., rubber leg studs. Too Trading Co. (manufacturer, exporter), HB 1, Hock Ann Estate, 4¼ Mile, Klang Rd., Kuala Lumpur. WTD 6/22/62.

273 Books

Israel

★★ Printing materials, books, catalogs, reading cards, maps in English, Hebrew. Sivan Printing Press, Kiriap Sefer Publishing, Industrial Zone, Gvat, Shaul, B. Jerusalem.

281 Industrial, Organic Chemicals

Israel

★★ Stable isotopes of oxygen, amino acids, peptides, polypeptides, derivatives, also willing to do contract research work in fields of chemistry, plastics, electronics, plant genetics. Yeda Research & Development Co., Ltd., Rehovath.

289 Miscellaneous Chemical Products

Israel

★★ Kosher salt, bath salt of mixed chlorides. Dead Sea Works, Sdom.

322 Glass, Glassware; Pressed, Blown

Israel

★★ Laboratory, school lab glassware, neon signs. Neonor Hillel, Haifa. NCIA.

331 Blast Furnace, Steel Works, Rolling, Finishing Mill Products

Israel

★★ Seamless coal drawn annealed tube,

hot finished seamless tubes ASTM A106-A53-A120-AP15L from 1 corner OD-5½ OD, also welded tubes ½ OD-6⅝ OD. Middle East Co., Ltd., P.O. Box 788, Haifa.

342 Cutlery

Pakistan

Scissors, best quality. Saleem & Naeem (manufacturer, exporter), 315 Greenwood St., Sialkot City. WTD 4/19/60.

349 Miscellaneous Fabricated Metal Products

Israel

★★ Brass plumbing filters. Magen Foundrie, Tel-Hanan Industrial Center, 162, Haifa. NCIA.

353 Construction, Mining, Materials Handling Machinery, Equipment

Israel

★★ Hoist chain block rack, pinion blocks. Bira, 68 Hameginim St., Haifa.
★★ Concrete mixers. Vulcan Foundry, Ltd., P.O. Box 624, Haifa.★

354 Metalworking Machinery, Equipment

Israel

★★ Cutting tools, milling cutters, reamers, mills. Sarkon Co., 75 Jabotinsky St., Ramat-Gan.
★★ 4 sizes of punch presses up to 60 tons. Vulcan Foundry, Ltd., P.O. Box 624, Haifa.★

355 Special Industry Machinery

Israel

★★ Injection, blow molding dyes for plastic industry. Almi Co., 11 Raba, Aratzot, Tel Aviv.★

382 Automatic Temperature Controls

Germany

Automatic gages for cold rolled strips. Maerkische Geraete Dr. Ing. J. G. Brockhaus (manufacturer), Plettenberg-Boeddinghausen/Westfalen. WTD 3/29/61. Descriptive literature.★

384 Surgical, Medical, Dental Instruments, Supplies

Israel

★★ Life jackets. Goren Haron, Kibbutz Galwot 4, Haifa.★
★★ Seeking distributor in U.S. for artificial teeth. American Porcelain & Plastic Tooth Co., Ltd., Nahlat-Itzhak, Tel Aviv.★
★★ X-ray, dental equipment of all types. Sanitas Solomon Bros., Rassco Industrial Bldg. No. 80, Tel Aviv.★

Pakistan

Dental, surgical instruments; best quality. Saleem & Naeem (manufacturer, exporter), 315 Greenwood St., Sialkot City. WTD 4/19/60.

391 Silverware, Plated Ware

Zanzibar

Coffee sets, coffee pots, tea sets, teapots, trays, spoons, milk and sugar bowls. Parshottam Morarji & Sons (importer, retailer, wholesaler, exporter), P.O. Box 170. WTD 7/3/62.

399 Miscellaneous Manufactured Products

Yugoslavia

Porcelain enameled kitchen utensils, coffee sets, tea sets, baby sets, dishes, frying pans in pastel colors, flower vases, ashtrays, enameled cabinet sinks, other manufactured articles with various decorations. Tovarna Emajlirane Posode (manufacturer), Celje, Slovenia. FCW 1/21/60.

505 Farm Products, Raw Materials

France

Raw horsehides, calfskins. Jean Cerf (importer, exporter, commission merchant), 19 rue Censier, Paris 5e.

739 Business Services

Israel

★★ Industrial consulting planning, management. Industrial Consulting Planning & Construction, 12 Sarei, Jerusalem. NCIA.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Clemente Dinardo, representing Dinardo S.A., Lima 349, Buenos Aires, interested in visiting **synthetic fiber plants and mills**, and discussing possible obtainment of U.S. private capital participation in firm's garment factory. July 30 via New York for approx. 45 days; c/o Antony Anzelmo, 6717 Ft. Hamilton Parkway, Brooklyn 19, New York. Itinerary: New York, Dallas.

Emilio Jajan, representing Plantadora de Yerba Mate S.A., Viamonte 993, Buenos Aires; and Zunino & Cia., Mitre y Buenos Aires, San Juan, interested in exporting Argentine **wines** and **tea.** Aug. 20 via New York for 3 weeks; c/o Statler Hotel, 33d St. & Fifth Ave., New York. Itinerary: New York.

Bolivia

Luis Gumucio Bessand, representing Stephan y Cia. S.A., Av. Grl. Camacho 357, La Paz, interested in securing representations of U.S. **pharmaceutical firms**, also general merchandise. Oct. via New York for 1 month; c/o Charles J. Gumucio, 25 Elk Ave., Dover, N.J. Itinerary: New York, Los Angeles.

Brazil

Guilherme Augusto de Vasconcellos, representing Standard Propaganda S.A. for Cia, Brasileira Rhodiaceta, Ave. Presidente Vargas 290, Rio de Janeiro, interested in public relations promotion for Brazilian **textile industry** and **fashion design.** Mid-August via New York for 1 month; c/o Savoy Hilton Hotel, 5th Ave. & 58th St., New York. Itinerary: New York, Washington, Los Angeles, Seattle.

Chile

Boleslaw Brunak, representing Factomet, Fabrica de Artefactos de metal Ltda, Nueva York 53, Santiago, interested in contacting **metal manufacturing industries**, discussing joint ventures, licenses. Aug. 20 via Los Angeles for 3 months; c/o U.S. Department of Commerce Field Office, 1031 S. Broadway, Los Angeles 15. Itinerary: Los Angeles, New York, Washington.

Ecuador

Rene Crespo B., representing "Dorlia S.A.," P.O. Box 2715, Quito, interested in contacting suppliers of **roadbuilding equipment, street cleaning and other public sanitation equipment, railroad and pipeline equipment**, with view toward arranging purchases of such equipment. Aug. 14 via Miami fo rapprox. 1 month; c/o Ecuadorean Consulate General, 30 Rockefeller Plaza, New York. Itinerary: New York; Harrisburg, Pa.; Washington.

India

M. K. E. Nayar, representing Industrial Promotion & Services, Pvt., Ltd., Udavasironmani Bldg., Trivandrum 10, Kerala State, interested in manufacturing **insulators, starch.** Sept. 10 via New York for 2-3 weeks; c/o Dr. William C. Veber, Dorr Oliver, Inc., 99 Havermeyer Lane, Stamford, Conn., or c/o Economic Minister, Indian Embassy, Washington, D.C., or c/o Indian Consul General, New York. Itinerary: New York, Washington, Chicago, Seattle, other cities as required.

Israel

Jacob Cohen, manager of Talmei Hanegev, and Meir Svirsky, mechanical engineer, Regional Council of Shaar Hanegev, Doar Na, Ashkelon, interested in modern **potato harvesting equipment, potato sorting plants** with high output capacity; **machinery for harvesting carrots, tomatoes, sugar beets; sorting equipment for apples, other farm produce;** also visiting manufacturers in this field, as well as experienced potato growers, to study equipment in operation, particularly potato harvesting, sorting equipment; also technical information. Mid-August via New York for 6 weeks; c/o Jacob Cohen, Habonim Labor Zionist Youth, 5566 W. Pico Blvd., Los Angeles 19; or c/o Mrs. Chava Svirsky, 152 De Hart Pl., Elizabeth, N.J. Itinerary: New York; Chicago; Los Angeles; Phoenix; Gering, Neb.; Ontario, Ore.; Yakima, Quincy, Seattle, Wash.; Bakersfield, Davis, Fresno, Stockton, Calif.; possibly other cities.

New Zealand

Karel Rind, representing Vale & Co., Ltd., 141-43 Armagh St, Christchurch, interested in importing **air filters** for air conditioning, sealed and semisealed **compressors,** and **condensing units** for building into air-conditioning units, **dust collectors, fly ash collectors** for steam boilers; also technical information on construction of airfoil **centrifugal and axial fans,** fin tube **air heaters** and **coolers, unit heaters** and **dust collectors.** Aug. 28 via Honolulu for approv. 1 month; C/O Hans Lee, 1405 S. Cedar St., San Carlos, Calif. Itinerary; San Francisco; Minneapolis; Madison; Chicago; Tecumseh, Sydney, Ohio; Louisville; Niagara Falls; Buffalo; New York.

Pakistan

H. Issa, representing Karimsons, Ltd. (Punch Cool Ice Cream Parlor), Somerset St., Saddar, Karachi, interested in purchasing **ice cream machinery** and **restaurant equipment;** also technical informa-

tion. Aug. 20 via New York for 3 months; c/o Colliseum House, 221 W. 71st St., New York 13. Itinerary: New York, Chicago, Washington, Baltimore.

Republic of South Africa

Sidney Lamkin, representing Pan African Commercial Corp., 30 Burg St., P.O. Box 3944, Cape Town, interested in locating **tunafish canners** interested in importing frozen tuna from South Africa. Mid-August via San Francisco for 2 weeks; c/o U.S. Department of Commerce Field Offices in San Francisco, New York. Itinerary: San Francisco, New York, possibly other cities.

Rhodesia, Nyasaland

G. R. Griffiths, representing Whitehead & Jack (Pvt.), Ltd., Beatrice Rd., Salisbury, Southern Rhodesia, interested in down-the-hole **hammers** used in well drilling, visiting sales representatives and seeing demonstrations or special use of equipment in N.Y. Oct. via New York for 1 month; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: New York.

Sweden

Eugen von Sabsay, representing Bergman & Beving AB, Karlavagen 76, Stockholm O, interested in **electronics,** and **nuclear instruments**, Sept. 1 via Chicago for 3 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Chicago, Cleveland, New York.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.★

CURAÇAO—Island Government of Curacao and Hilton Hotels International have concluded agreement for construction of 200-room luxury resort hotel, approx. value $4,550,000, to be located on south shore of Curaçao, about 4 miles west of Willemstad. Planning creation, according to local newspaper accounts, of company with shares owned by island government and private individuals, company to build hotel, Hilton to operate it.

GREECE—New project, estimated cost $320,000, open to U.S. bidders under NATO international competitive bidding procedure. Project calls for supply, delivery of following equipment for Greece's NATO storage depots: Electric-driven cranes, fork-lift trucks, battery-charging assembly, trailers, tractors, firefighting equipment (foam, water gun assembly, 150-lb. CO_2 portable extinguishers, 40-gal. foam extinguishers on wheels), 100-kw. generating set. Specifications to be available about Sept. 14. Bid deadline Oct. 12. Interested firms advised to contact by Aug. 24 NATO Common Infrastructure Works Section, Royal Hellenic Navy General Staff (AKD/D4-111), 2 Paparrigopoulou St., Athens, enclosing information on products.

MEXICO—Guadalajara municipal authorities planning construction of slaughterhouse on 20,000 sq. m. lot owned by government, to be financed by loan of 7 million pesos guaranteed by state government of Jalisco. Abbatoir to have slaughtering capacity of 320 heads of beef cattle, 540 hogs and goats per day. Printed material on construction, equipment, and management of slaughterhouses appreciated. Direct offers should be submitted to Lic. Francisco Medina Ascencio, Presidente Municipal de Guadalajara, Palacio Municipal, Guadalajara, Jalisco, Mexico.

MOROCCO—New hotel to be constructed at Rabat by Chellah Real Estate Co., leased by Hilton Hotels International. Most specifications to be along standard U.S. hotel lines and several million dollars worth of equipment, such as kitchen and laundry facilities, to be imported. Inquiries should be directed to Charles Bell, vice president in charge of administration, New York Office, Hilton Hotels International.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Aircraft and Aeronautical Equipment Importers and Dealers—Norway.
Automotive Product Manufacturers—Pakistan.
Dairy Industry—Costa Rica.
Dental Supply Houses—Morocco.
Dry Goods and Clothing Importers and Dealers—Hong Kong.
Electronic Equipment for Home Entertainment, Phonograph Records and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—Colombia.
Fruit and Nut Importers, Dealers, and Exporters—Brazil.
Hardware Importers and Dealers—Argentina.
Jewelry, Silverware, Timepiece, and Giftware Importers and Dealers—El Salvador.
Jewelry, Silverware, Timepieces, and Giftware Importers and Dealers—Netherlands.
List of Trade Associations—Republic of South Africa.
Meatpacking, Sausage and Casings—Belgium.
Meatpacking, Sausage and Casings—Norway.
Mining Companies and Exporters of Ores—France.
Oil (Animal, Fish, and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters—Denmark.
Plastic Material Importers, Dealers, and Manufacturers—Guatemala.
Provision Importers and Dealers—Ceylon.
Provision Importers and Dealers—Greece.
Provision Importers and Dealers—Tunisia.
Tobacco and Tobacco Product Importers, Dealers, and Manufacturers—Philippines.

Greece planning construction of aluminum, alumina plants

The "Greek Aluminum S.A." has been established to produce 100,000 M.T. of alumina and 53,000 M.T. of aluminum a year, using domestic Greek bauxite.

The company is capitalized at $25 million.

Private French, U.S., Greek, and a Greek government-owned firm are behind the project with initial production planned for 1965.

Specifications amended for Australian power project

The Snowy Mountains Hydro-Electric Authority advises that a supplementary notice making certain changes in its requirements will be issued early in September.

The bid deadline has been extended from Sept. 3 to noon Oct. 22.

MARKET CONSIDERED GOOD

Development Center in Ecuador looks for 2 new industries

Establishment of freezer and refrigerator assembly plant and of china and ceramics factory require technical skill, equipment or capital

Ecuador's Centro de Desarrollo (CENDES—Development Center) has made available to the Department of Commerce summaries of 2 reports concerning potential investment opportunities for the establishment of a refrigerator and freezer assembly plant and for a ceramics and chinaware factory. (See INTERNATIONAL COMMERCE, July 16, p. 38, Ecuador).

Refrigerator, freezer potentials

A licensing arrangement is desired to obtain necessary technical know-how for the initial production of 2 types of refrigerators with capacities of 8 and 13 cubic feet. Would consider operating as a subsidiary of an American firm.

This proposed assembly plant will need to import compressors, tubing, electric and thermostatic controls and various accessories.

It is believed that the metal cabinets can be made locally with imported sheet steel as can the interior plastic panels, freezing compartments, plastic and metal shelving and dividers and ironwork. Insulating materials and paints can be provided by Ecuadorean industry. It is stressed that further engineering studies are needed on details of production and capacity.

Imports of freezers and refrigerators in 1960 amounted to 3,672 units, an increase from 2,599 in 1957. Demand by 1970 is anticipated at 7,530 units. The U.S. supplied 71% of 1960 imports.

Ceramics products potential

There is thought to be good potential in Ecuador for the production of china and dinnerware and insulators for electrical use.

Later diversification of production is contemplated and would include porcelain sanitary articles. It is recognized that the latter will require a higher level of technical skill than that needed for chinaware.

Initial production would be limited to producing plates and cups in white and in one additional color. A plant is desired that could produce 700 metric tons of china annually.

Special tax privileges are available to new industries in certain locations in addition to those investment incentives that are available under the National Industrial Promotion Law. Estimates place total capital investment needs for the proposed ceramics plants at $295,000 (5.9 million sucres), which includes $35,000 (700,000 sucres) for operating capital.

Imports of chinaware, exclusive of sanitaryware products, have fluctuated considerably over the years and totalled 741.2 metric tons in 1960.

Reports available

Copies of the summaries of these reports can be obtained on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Further details concerning these studies as well as copies of the reports may be obtained by writing to the Centro de Desarrollo, P.O. Box 2321, Quito, Ecuador. Mention of INTERNATIONAL COMMERCE would be appreciated in correspondence with CENDES.

Belgian textile company looks for U.S. license

A textile engineer wants to expand his business by being licensed to produce related U.S. items.

The firm makes elastic thread, sanitary belts, girdles, and medical stockings.

Write to Joseph Roucquart "Trilastic," 202/204 Maltebngstraat, Ghent.

Indian conductor and cable venture offers opportunity

Equipment, know-how and some capital sought for new venture

A Bombay, India firm which imports and distributes petroleum products and industrial and chemical equipment wishes to obtain financial and technical help to set up a plant to make aluminum cables and steel-reinforced aluminum conductors in Baroda, Gujarat State.

Production is planned at an annual rate of 3,000 tons on a daily 2-shift basis. $630,000 is the total estimated capital requirement of which 49% is sought from an American collaborator, mostly in the form of equipment and technical know-how.

In addition, the Indians propose the appointment of two directors, to be nominated by the American investor, to the board of directors of the proposed firm. These two representatives may be either Indian or U.S. nationals.

The present firm reports that the proposed undertaking would be the first such enterprise to be organized in the State of Gujarat.

Application has been made to the Government of India for an industrial license. Favorable action on the license is anticipated as market conditions indicate a good potential.

Total demand for various types of aluminum conductors has been estimated to be about 100,000 tons per year by the end of the third 5-year plan, March 1966, according to the Indian Government. Contrasted with this estimate is present installed capacity of a reported 53,000 tons a year.

This project can consequently be considered to have bright prospects, especially since Gujarat is industrializing and power needs can be expected to grow.

For details concerning this joint-venture proposal and a list of machinery items needed, write to the Office of International Investment, Code 3-335-7, Department of Commerce, Washington 25, D.C.

Joint ventures, license agreements available on Island of Cyprus

Varied opportunities open to U.S. firms uncovered by recent U.S. Trade & Investment Development Mission

The recent U.S. Trade and Investment Development Mission to Israel and Cyprus, June 3-July 6, has reported 24 opportunities in Cyprus covering a broad product range which should be of interest to potential American investors.

Arrangements for joint ventures and manufacturing license agreements are sought for products ranging from livestock and iron ores to cosmetics.

011, 013 Wheat, Livestock

Wants joint venture to exploit 700-acre holding. Estimates $150-200,000 needed for improvements. Has plans for crops and livestock, copy of which is available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C. M. Ionides, Cyprus Agricultural & Transport Co., Ltd., Queen Mary St., Nicosia.

205 Bakery Products

Wishes to establish biscuit factory and requires machinery and know-how. Proposes to supply 50% of required capital. Photo Photiades & Co., 30-36 Themistocleous St., Nicosia.

Wishes to establish biscuit factory to utilize present flour milling facilities on a joint-venture basis. Also interested in extracting oil from winery byproducts. Cyprus Flour Mills, 7 Stassinos Ave., Nicosia.

Wishes joint venture of capital and know-how to establish a biscuit factory. There reportedly is no such plant on the island and present demand for such products indicates a good potential. Chromotechnic Co., Ltd., P.O. Box 29, Nicosia.

259 Venetian Blinds

Seeks licensing arrangements to produce plastic venetian blinds and roll-up aluminum awnings which can be used for commercial store fronts. Cyprus Venetian Blind Co., 42 Pericles St., P.O. Box 619, Nicosia.

260 Paper, Allied Products

Seeks licensing arrangements involving paper supplies, stationery items and school supplies. Kemal Deniz, 126 Kyrenia St., Nicosia.

281 Industrial Inorganic & Organic Chemicals

Present manufacturer seeks licensing arrangements to produce carbon-dioxide propelled aerosals. Has business administration background. Chris Pattichis, P.O. Box 300, Limassol.

Seeks joint venture, to include a pilot plant, to process and market products derived from local raw materials. Reports existence of large deposits of bentonites (montmorillonite clays) and bleaching earths which this company controls. Jupiter Chemicals & Fertilizers, 8 Hermes St., P.O. Box 95, Larnaca.

Manufacturing chemist wishes licensing arrangement to obtain know-how on aerosols. Eureka, Ltd., P.O. Box 277, Famagusta.

283 Antibiotics & Biologicals

Chemical distributor seeks licensing arrangements to produce aerosols, antibiotics, and vaccines for humans and animals.

Fruit and vegetable exporter seeks licensing arrangement to manufacture poultry vitamins. Nocos K. Shacolas, P.O. Box 257, Nicosia.

284 Cosmetics & Toiletries

Importer and manufacturer seeks joint venture or licensing arrangement with American cosmetic manufacturers. Now produces hair tonic, shampoo and hair oils under German license. Wishes to produce U.S. items in these lines. Englozos Trading Co., 20 Pericleous St., P.O. Box 748, Nicosia.

285 Paints

Processor of umbers, siennas and green earths seeks joint venture of know-how and capital to establish a paint factory which would market its output in Cyprus and the Middle East. There is reported to be only one small paint factory in Cyprus now. Cyprus Umber Industrial Co., Ltd., P.O. Box 22, Larnaca, Cyprus.

Paint manufacturer seeks licensing arrangement or joint venture for know-how needed to produce marine paints and temperature and humidity resistant enamels for wood. Kex Co., Ltd., P.O. Box 117, Larnaca.

287 Pesticides

Wishes joint venture to produce agricultural pesticides for sale in the Middle East. Stavrinides & Shukuroglou Chemicals, Ltd., P.O. Box 283, Nicosia.

335 Rolling, Drawing & Extruding of Nonferrous Metals

Steel wool manufacturer wishes joint venture/licensing arrangement for a drawing mill which would reclaim scrap from round wire. Also interested in making welding rods. Gunesh Macaroni Factory, 5 Ziyagokalp, P.O. Box 240, Nicosia.

Importer-exporter of building materials wants licensing arrangement to establish a plant to produce welding rods. Needs American know-how on problems involving heat, cooling and central furnace. Lenas & Charalambides, 8-10 Themistocles St., Nicosia.

344 Fabricated Structural Metal Products

Petroleum distributor seeks joint venture to establish an in-bond storage tank installation for the refueling of ships and local consumption. Has land for such purpose. Chr. Papadakis, Ltd., 83 Araouzo St., Limassol.

356 General Industrial Equipment

Water-pump sales agent seeks joint venture/licensing arrangement to make deep well turbine water and submersible pumps. Would also consider partial manufacture or assembly for this item. Is a small active firm. Kyriakos P. Loizou, 11-17 Paphos St., Nicosia.

Pump manufacturer seeks joint venture and licensing arrangements to produce submersible and turbine deep well pumps. Operates a foundry and engineering works. Nemitsas, Ltd., P.O. Box 124, Limassol.

369 Miscellaneous Electrical Machinery

Storage battery manufacturer seeks joint venture/licensing arrangement to produce dry cell batteries. Electra Battery Factory, Ltd., P.O. Box 117, Larnaca.

384 Dental Supplies

Manufacturer of artificial teeth seeks joint venture of technical assistance to make porcelain acrylic teeth. Has a plant with 50 employees and sells output in Middle and Far East. Empire Dental Industry, Ltd., P.O. Box 794, Nicosia.

413 Intercity & Rural Highway Transportation

Bus line and hotel operator seeks joint venture to obtain a standard line of buses and trucks. Also interested in road construction venture. Estimates $600,000 is needed for equipment. Cyprus Transport Co., Leonidas St., Nicosia.

441, 472 Deep Sea Transportation & Arrangement of Travel

Seeks joint venture in shipping and tourism. Is now engaged in these activities as well as insurance. N. A. Sitas & Co., Syntegmatos St., No. 12, Limassol.

Brewing industry process offered by German firm

A well known German manufacturer of large containers and apparatus for the oil, chemical, and other industries is interested in licensing its "Rostenit" process to a U.S. firm.

The process offers a solution to damaged linings in fermenting vessels in the brewing industry by converting them into a stainless quality without moving them from their site. It is patented in West Germany and 20 other countries.

Descriptive literature in English showing various applications of the process is available from the Office of International Investment, Code 1017, U.S. Department of Commerce, Washington 25, D.C.

Second-half '62 Korea trade program increases number of importable items with prohibited goods also rising

Direct exports of $37.9 million anticipated; some items formerly on authorized import list now require Commerce Ministry approval

Both importable and prohibited items have increased in number under South Korea's recently announced semi-annual trade program for July through December, anticipating direct exports of $37.9 million.

Added to the permitted import list are raw logs and lumber, ammonium sulphate for industrial use, vitamin AD_2, herb medicines, automatic noodle-making machines, automatic barley-pressing machines, direction finders, weighing and measuring instruments, nickel-chrome steel, nickel-chrome-molybdenum steel, heat-resistant steel, chrome-molybdenum steel, high-speed steel, and pasture seeds.

Prohibited

Newly prohibited are tooth paste, straw bag weaving machines, sweet potato slicing machines, gold and silver moulds, and certain finished pharmaceutical preparations.

Some items have been removed from the authorized import list and now require approval by the Ministry of Commerce and Industry before they can be imported. These include glucose powder, pepper, alanin, vegetable seed oil, various mixed synthetic spun yarns, railroad ties, art paper, melamine resin sheets, aluminum, radios, television equipment, drafting instruments, air conditioners, tape recorders, and steel for ball bearings.

Modifications

New restrictions were imposed on some items and old restrictions were modified on others. Examples: refractory bricks are now importable with both Agency for International Development (AID) and Korean Foreign Exchange (KFX) financing; agricultural chemicals are importable only by persons granted import or manufacturing license by the Ministry of Agriculture and Forestry; cotton-spinning and wool-spinning machines are now subject to license; insecticides, KFX-financed, are subject to certification by the National Agricultural Cooperative Association; various kinds of sheet glass are excluded; and logs and lumber are importable with both AID and KFX financing.

The content of the trade program is essentially the same as that for the first 6 months of 1962, with a few changes in allowable exports and imports.

For information on other commodities contact the Far Eastern Division, Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Manufacturer's invoice now required in Ghana

On August 1, 1962, Ghana's commercial banks made it mandatory for all importers to submit a manufacturer's invoice with each application for foreign exchange. This invoice is not a substitute for the supplier's invoice or other necessary documentation. The new regulation applies to all imports for which exchange has not been granted, even though the goods may have been delivered.

Canada removes Welland Canal toll

Will "twin" 7 locks to handle increased iron ore shipments

Tolls on Canada's Welland Canal were suspended on July 18, returning the canal to its toll-free status prior to the opening of the St. Lawrence Seaway. Last year tolls on the Welland produced $1.4 million in revenue.

At the same time that the suspension of tolls was announced, the Canadian Government announced its decision to "twin" 4 more of the Canal's locks, at an expected cost of $150 million. While the necessary land has been expropriated, no time table has been set for construction.

"Twinning" will allow 2-way traffic on 7 of the canal's 8 locks, and alleviate overcrowding due in part to the traffic buildup on the St. Lawrence Seaway.

Boosted by heavier iron ore traffic and ocean freight, cargo business on the Seaway hit an all time high in June. Tonnage in the April-May period ran 15% higher than the same period last year. Predictions are for a record year of 25 to 27 million tons, compared with 23.4 million tons in 1961.

The Seaway Authority said "the increase in upbound traffic is due generally to extra shipments of iron ore from the lower St. Lawrence ports to Hamilton and Lake Erie, and to an extra number of ocean vessels carrying both bulk and general cargoes into the Great Lakes."

The increase in upbound iron ore shipments reflects the expansion of Labrador mine production. In addition to the original development of the Iron Ore Company of Canada, which ships from Sept Iles on the lower St. Lawrence River, the Quebec Cartier Company, a U. S. Steel Company subsidiary, began shipping from Port Cartier a year ago.

Exports of Labrador ore were about 8 million long tons in 1961, of which about 63% went to the U. S. and 32% to Western Europe and the United Kingdom. Over a billion dollars has been invested in Labrador iron ore production in the past decade, largely by U. S. steel companies, and development work continues.

EEC equalization fee on processed goods rises to 45%

Certificate of circulation must accompany shipments

A 45% equalization fee has replaced the 35% rate formerly applied to certain processed goods re-exported by European Economic Community (EEC) members to other members. Payment of the fee—calculated as a percentage of Common External Tariff (CXT) rates—is required before processed goods containing non-EEC duty-free imported components can benefit from internally reduced EEC duties. The equalization fee is paid to customs authorities of the exporting state.

The new equalization fee is 45% of CXT rates as reduced during recent negotiations under the General Agreement on Tariffs and Trade (GATT). This increase coincides with and balances the intra-EEC cut of the same date, whereby intra-EEC import duties were again reduced by 10%, making a cumulative reduction from the 1957 rates of 50% for industrial commodities and 35% for agricultural goods.

Certificate required

A certificate of circulation must accompany these intra-EEC shipments to show that they have complied with the necessary customs formalities of the shipping country and to qualify them for intra-EEC tariff reductions. It is issued after payment of the import equalization fee.

Except for certain limited operations specified below, all goods processed under a finishing trade system—regardless of the proportionate share of value added through processing—are granted the intra-EEC tariff reductions. The exceptions include such processes as mere mixing, sorting, cleaning, classifying, or affixing labels.

The equalization fee and certificate of circulation are necessary to prevent trade distortions which could conceivably arise during the transition period of the Common Market. For instance, it could be more economical to import the finished product from another member state at the reduced internal EEC rate than to produce it from dutiable material imported from outside the EEC. Such discrepancies could come about during the transition period as internal tariffs are progressively eliminated but external tariffs of member states are not yet fully merged into a single Common External Tariff.

Afghan c.i.f. prices

Until such time as the border between Afghanistan and Pakistan is reopened, American firms interested in expanding their export trade with Afghanistan should quote prices c.i.f. Khorramshahr, Iran. If possible, insurance should be quoted through to Kabul or other points within Afghanistan. Similarly, representatives of firms visiting Afghanistan should be prepared to give c.i.f. price quotations.

India prodding firms about unused industrial licenses

The Government of India recently tried to stimulate industrial development and help fulfill Third Plan targets, by instituting an administrative review of unused industrial licenses to determine whether licensees have taken effective steps to implement their proposed projects.

Effective steps in this context mean the acquisition of land and other facilities for erection of the factory, conclusion of a collaboration agreement with a foreign company where necessary, and the raising of required capital. Where such steps have not been taken, the Ministry of Commerce and Industry is issuing show-cause notices to which a licensee must submit a satisfactory explanation or have his license revoked.

Following is a list of the principal industries in which unutilized licenses are currently being reviewed: conduit pipes; drums and tin containers; electric fans, lamps, meters, lighting fittings, and fractional horsepower motors; fluorescent tubes; rolling shutters; room air conditioners; stranded wire; insulated electric cables; welded wire mesh; wire ropes and nails; industrial and power alcohol; asbestos cement sheets and pipes; chipboard; East India tanned sheep and goat skins; glass, glass hollowware, and glass pressedware; certain plastics raw materials; sanitaryware; paper and products; cottonseed and vegetable oils; and wool tops.

Waiting period cut on fund withdrawal from Japan firms

Retroactive action calls for 6-month—not 2-year—delay

Japan's Finance Ministry has reduced the waiting period for withdrawal of nonresident funds from private companies from 2 years to 6 months, effective from August 1. This action applies to proceeds from the sale of stocks, bonds, and investment trusts which were originally purchased with foreign exchange.

If the investment is disposed of before the end of the 6-month period, the yen proceeds may be used either to purchase additional Japanese securities (against which a new 6-month waiting period will be charged) or deposited in the so-called security yen account which can then be sold for foreign exchange to other non-residents. However, the security yen account cannot be converted directly into foreign exchange even after the 6-month waiting period.

The Ministry added that this new waiting period will be retroactive so that all foreign investors who purchased securities with foreign exchange will be allowed to withdraw their holdings after a 6-month waiting period.

Ceylon extends bid date for agricultural tractors

The bid deadline for supply of agricultural tractors and related equipment to the government of Ceylon has been extended from Aug. 3 to Sept. 7.

Copies of tender specifications may be obtained from Agricultural, Construction, Mining & Oil Field Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (INTERNATIONAL COMMERCE, July 23, p. 15.)

ONION IMPORTS LIMITED

The Department of Agriculture has ruled that, beginning September 4, 1962, onion imports will be limited to U.S. #2 or better grade, with a maximum diameter of 2 inches for yellow varieties. These are the same regulations applying to domestic shipments under a Federal marketing order for Idaho and Eastern Oregon onions.

Colombia lists export-import rules changes

Some products shifted from free to prior import license list

Colombia has transferred a varied list of products from the free to the prior import license list, the U.S. Embassy in Bogota reports.

Items transferred under Decree 2003 with tariff positions, include: linseed oil, tung oil, castor oil, 105; zinc and iron sulphates, 240; aluminum milk cans, 784; motors and parts of and pieces for motorcycles and velocipedes, 823 and 896.

Resolution 17 of the Bank of the Republic reduced the prior deposit requirement to 120% for wool unwashed or washed on the animal and to 65% for thoroughly washed, scoured, or dyed wool. The deposit was reduced to 20% on imports of certain automotive vehicles for public service. These rates are not to be further reduced under Resolution 8 (1962) of the Bank of the Republic (FOREIGN COMMERCE WEEKLY, April 16, p. 665).

Under Resolution 15, Italian lira are accepted by the Bank in payment for exports of coffee. This Resolution modified Article 2 of the Bank's Resolution 7 (1959), providing that United States dollars were the only acceptable currency for settlement with the Bank for earnings from exports of coffee, bananas, raw cattle hides and precious metals.

Nicaraguan tax imposed on cement consumption

Domestically manufactured cement in Nicaragua is being taxed from July 6 at 1 cordoba (about 14.3¢) for each bag of 42.5 kilograms (93.5 lbs.), according to *Diario Oficial*. The tax also applies to cement imported from countries to which Nicaragua has granted duty-free treatment (Guatemala and El Salvador under the Multilateral Treaty of Free Trade and Economic Integration, effective June 2, 1959).

Exports from Nicaragua will not be subject to the new tax. Prices of domestically sold cement have been frozen at the level prevailing on Nov. 1, 1961.

Jointly produced programs allow U.S. TV into Canada

The Board of Broadcast Governors (BBG), which regulates Canadian broadcasting, recently stressed "its readiness to accord Canadian content classification to television programs produced jointly by Canadian and non-Canadian companies or agencies . . ."

BBG regulations give preference to programs of Canadian origin and in effect restrict importation of U.S. programs on which Canadian broadcasters depend for 40 to 50% of their broadcast time.

Stiffer broadcast requirements will require Canadian TV stations to allocate 55% of their total broadcast time and 40% of their prime listening time to Canadian programs (a class which includes British programs up to a point).

Thus, jointly produced programs will allow Canadian broadcasters to satisfy the Canadian content requirement while retaining a large portion of programs originating in the U.S.

EEC suspends import duties on 2 chemical products

The Council of the European Economic Community (EEC) has authorized the governments of the member states to suspend or reduce import duties temporarily on 2 tariff items. The products effected are Divinylbenzine, tariff No. 29.01 D VI (until September 30, 1962), and Activated Bauxite, Tariff No. 38.03 B, (until December 31, 1963).

Under the terms of the EEC decision, member states which had zero duties on these products on January 1, 1957, are obliged to permit them duty-free entry during the suspension period. Member states which levied duties on these products as of January 1, 1957, may, during the period of suspension, permit their entry either free of duty or at reduced rates.

Costa Rica makes large cut in duties on coarse flours

Sharply lowered Costa Rican import duties (effective from July 21) on meal, semolina and other coarse flours of wheat and flour of spelt and meslin, have been published in *Diario Oficial*.

The new duty (item 046-02-01) is .04 colon (6.65 colones equal $1), per gross kilogram, compared with the previous duty of .16 colon. This classification does not include ordinary wheat flour.

Morocco sets up revolving credit for Tangier zone

Convertible currency credit to give backing to local merchants

A $4 million (20 million dirhams) revolving credit is being made available for Moroccans to finance operations through the Tangier Free Port, the U.S. Embassy in Rabat reports.

This credit, available in convertible currency through the Office des Changes, is for local merchants who do not have "transit-libre" accounts and hence cannot finance their own transactions.

Although available to all Moroccans, control of the fund is to be in Tangier, thus giving local businessmen an advantage in using it. As now established, a businessman will apply through his bank to a committee of representatives of the Governor, Ministries of Finance and Commerce, and the Bank of Morocco.

Once granted, the credit will have to be used within 3 months to pay the Tangier c.i.f. (cost, insurance and freight) of goods destined for the free port. After arrival of the goods, the owner has an additional 3 months to sell them for hard currency and repay the credit. He can put any profit into a "transit-libre" account for his own future use or into the revolving fund against payment in dirhams.

Colombia and Ecuador sign four development accords

The joint Colombian–Ecuadorian commission, which was appointed to study economic and commercial problems between the 2 countries, has signed 3 agreements and adopted a recommendation to harmonize their economic development policies.

The agreements are for technical, economic and industrial cooperation; to exempt merchandise shipments within frontier zones from customs duties and various other charges; and to expand trade in agricultural products.

The recommendation urged the 2 governments to proceed immediately with the negotiation of a Treaty of Friendship, Commerce, and Navigation, according to the U.S. Embassy in Bogota.

Venezuela announces quotas on ordinary vehicle imports

On July 2 the Venezuelan Ministry of Development announced import quotas, by manufacturer, for "ordinary" commercial and 4-wheel drive vehicles for 1962 and the first quarter of 1963. Quotas allotted for the 15 month period are as follows:

Companies now assembling in Venezuela	
General Motors	4,375
Chrysler	1,438
Companies now building plants	
Ford	3,125
Rootes	156
Volkswagon	438
Mercedes Benz	225
Fiat	263
Renault-Rambler	188
Others	
Willys Overland	1,500
International	688
Mack	126
White	100
Land Rover	313
Nissan	126
Toyota	150
DAF	16
Other	188

The total of 13,415 units is subject to an increase of up to 1000 if necessary to provide flexibility in licensing policy. After October 31, 1962, import licenses for "ordinary" commercial and 4-wheel drive vehicles will be approved only for unassembled vehicles, according to present plans of the Ministry. Vehicles ordered directly from manufacturers by petroleum companies and others prior to May 29, 1962, are not included in the above quotas.

Television network planned for Republic of Senegal

The first portion of a television network should be installed in the Republic of Senegal, in the region of Dakar, by the end of 1962. Twenty to twenty-five hours a week of programs will be given initially, of which half will be produced locally.

Technical and financial assistance has been provided by the French Aid Mission and by the Office de Cooperation Radiophonique (OCoRa), formerly the Societe de Radiodiffusion Outre-Mer, a French Government agency, which has been chiefly responsible for installing radio stations in former French West Africa.

The French company, Thomson Houston, will apparently install the transmitting station and have the exclusive right to distribution of television receivers.

The market for television sets is estimated at 5,000—1,000 for installation by the Government of Senegal in schools and villages and 4,000 for private use.

Denmark eases import restrictions on almost all goods

New measures constitute a material modification of past import policy

A Royal Danish Ministry of Commerce decree of June 14, 1962, governing the importation of goods into Denmark between July 1, 1962 and June 30, 1963, provides for larger global import quotas, additional liberalization of imports, and a cut in the list of goods subject to Bilateral Licensing.

Among the latest goods to be liberalized are bananas, fresh grapes and quinces; citrus juices; lignite briquets; steel wire-plated tubing; hygienic and pharmaceutical articles; woven labels, badges, etc.; binder twine; cask drums; cans with a capacity of less than 20 liters; taps, cocks, valves weighing less than 3 kg.; railway and tramway rolling stock, not mechanically propelled and parts thereof; parts of locomotives; railway and tramway track fixtures and fittings; ships, boats, tugs and other vessels of less than 1,000 tons gross.

Quotas for practically all goods which remain subject to import control have been increased in the 1962-63 "Licensing Budget," and in some instances the increase is substantial, according to the U.S. Embassy in Copenhagen.

The only commodities remaining on the bilateral list are fresh fish, oysters, lobsters and shrimp, fresh, chilled or frozen (except imports of products for industrial processing, which are free); cut flowers; horicultural, garden, field and other plants, bulbs and tubers; wine and coffee.

Taken together these various measures represent a material modification of restrictions on Danish imports. Although some of the global quotas established for goods heretofore subject to bilateral licensing are relatively small, this serves to remove discriminatory treatment with respect to import licensing of the goods involved.

With this action, relatively few industrial items remain subject to import control. It is understood that besides the few specified goods now scheduled for liberalization on January 1, 1963, under the new "Licensing Budget," the Government is contemplating a simultaneous removal of restrictions on other imports.

New Haitian tariff schedule becomes effective August 31

The Government of Haiti has published a new tariff schedule, using the Brussels position numbering system and nomenclature, which will become effective on August 31, 1962. The former 20% surtax on imports has been absorbed into the rates of the new schedule, and the special surtaxes of 3%, 3.5%, 4% and 4.5% have also been incorporated.

The 2 luxury taxes of either 4 or 6% continue to be imposed on selected items in addition to the tariff duty. There also remains the 5% duty, imposed in lieu of the regular rate, on selected items for the development of the tourist trade.

Ceylon's import duties go up 10-150%; another rise coming

To overcome balance of payments difficulties and an impending budgetary crisis, the Ceylon Government has raised import duties on many items from 10-150% July 25.

It has also announced a 20% increase in import duties (presumably a general increase) except for food, fuel, and a few other items, effective August 4, for which Ceylon will, reportedly, request a release from the GATT. The latter action is intended to make up for the loss of revenue resulting from the withdrawal of the previously announced 7½% sales tax on imported and domestic goods.

Nicaragua extends benefits of industry protection law

Nicaragua has extended privileges granted to classified industries by the Law for Industrial Protection and Development, including those which would have expired before effectuation of the Central American Uniform Law on Fiscal Incentives for Industrial Development.

The U.S. Embassy in Managua reports that privileges granted under the law (see *Nicaragua's Industrial Encouragement Law*, World Trade Information Service, Part 1, No. 59-6) will continue until the Ministry of Economy decrees that the Uniform Law has entered into force.

NEW LOS ANGELES CONSULATE

The Consul General of Venezuela in San Francisco has opened a branch office in Los Angeles at 354 South Spring Street, Telephone 622-0133. Vice Consul, Mr. Jorge Parra, is in charge of the office.

Libya commission to consider new oil concessions

Applications being accepted until September 15, under Article 10

The Libyan Petroleum Commission is accepting applications for concessions until noon, Sept. 15, 1962, according to the U.S. Embassy in Benghazi.

Available for concession applications are areas released under Article 10 of the Libyan Petroleum Law which states that 25% of a concession area will be relinquished within 5 years of the concession date and another 25% within 8 years.

Application forms and maps showing concession areas now available for application may be obtained from the offices of the Petroleum Commission in Benghazi or Tripoli as well as from the Libyan Embassy, 2127 Bancroft Place, N.W., Washington 8, D.C., for one Libyan pound or its equivalent, ($2.80).

Florida fruit fly trouble leads to 2-country ban

Guatemala and El Salvador have prohibited importation of fresh fruits and vegetables from Florida because of the Mediterranean Fruit Fly's presence there, the U.S. Embassies in Guatemala and San Salvador report.

The ban was imposed upon recommendation of the International Regional Organization for Agricultural Sanitation (OIRSA) and will remain in effect until Florida is declared free of the fruit fly.

Guatemala has also announced a ban on potatoes from Pennsylvania, West Virginia, Maryland, and Long Island.

Costa Rica lowers duties on some synthetic textiles

The Costa Rican Government has reduced import duties on synthetic or artificial fiber textiles, except rayon, having a 10% to 49.99% mixture of other textile fibers, effective July 6, 1962. The fabrics, Costa Rican tariff item 653-05-05-09, are now dutiable at 12 colones (6.65 colones equal $1) per gross kilogram plus 10% c.i.f. value. Duties formerly were 19 colones plus 10%.

Ecuador seeks new industrial growth

New industries for Ecuador's expanding economy are the object of proposed revisions in the Industrial Promotion Law, now being considered by the National Economic Council.

The Government has designated the Centro de Desarollo (Development Center) as the body charged with ferreting out industrial opportunities in the country. Ecuador is well aware that industrial development can best be expected to be achieved through private local and foreign investments, the U.S. Embassy in Quito reports.

Thai duty changes affect sea food, manufacturers

Changed import duties on certain manufactured and sea food items have been announced by Thailand.

Items affected, new rates in percent ad valorem or in baht per gross kilogram (with former rates in parentheses) are: 39.07, baskets, sieves, or similar articles made of plastic, 60% (30); 85.23, articles of plastic-coated iron or steel wire for household use, 60% (15); 85.25, articles of plastic-coated iron or steel wire used for other purposes, 60% (27.5); 37.02, X-ray film in rolls, 27.5% (37); 03.02, snappers, sea bass, chondroplites chinensis, thread-fins, and mystacoleucus argenteus, 10% or 1 baht* (27.5% or 2.75 baht); other fish, 5% or .5 baht (27.5% or 2.75 baht); 13.03, lobster, 10% or 1 baht (27.5% or 2.75 baht).

The above import duties will be imposed either at the ad valorem rate or specific rate, whichever yields more revenue. Earlier changes in Thailand's tariff schedule were reported in INTERNATIONAL COMMERCE, July 23, p. 35.

*Twenty-one baht equal $1.

Chile suspends import tax and duties on raw sugar

The Chilean Government has suspended all customs duties and import taxes on raw sugar until December 31, 1962 (Decree 3399, July 11). However, a Chilean firm, Importadora de Azúcar, Sociedad Limitada (IMASOL), has already contracted for 91,750 metric tons of raw sugar to be delivered during the period of duty suspension.

The U.S. Embassy in Santiago reports that this amount will be sufficient to meet domestic requirements during this period.

Finland imposes graduated 40-90% automobile tax

Relaxation of current global quota regulations expected

Finland's automobile tax has been increased by an act of Parliament from the previous rate of 20% to a new graduated rate of 40-90%, the U.S. Embassy in Helsinki reports.

The new tax, applicable for one year, is levied on the c.i.f. (cost, insurance and freight) duty-paid value of the automobile.

The rate of taxation depends on the value of the car (including customs duty and costs of freight and insurance), as follows: (1) $938 or less—40%, (2) $938-$1875—60%, (3) $1875-$2813—75%, and (4) over $2813—90%.

A relaxation of current global quota regulations on the importation of passenger automobiles will reportedly accompany the new tax boost.

In addition to the automobile tax, cars are subject to a 14% customs duty (based on c.i.f. value) plus the 25% Finnish turnover tax (based on c.i.f. duty-paid value).

Retail prices of cars are expected to increase from approximately 11 to 50% as a result of the new tax rates, depending on the cost of the car.

Passenger automobiles imported for use as taxis are exempt from the automobile tax.

Nicaragua cuts synthetics duties on graduated scale

Nicaragua has established a scale gradually reducing import duties over a 5-year period on underwear of rayon, nylon and other synthetic fibers, the U.S. Embassy in Managua reports.

Duties on these items, tariff numbers 841-02-02, 841-02-03, 841-04-02 and 841-04-03 are now $10.00 per gross kilogram plus 30% of c.i.f. value. Before June 4, duties were $11 per gross kilogram plus 30% of c.i.f. value.

The reduction, required under the Central American Agreement on Tariff Equalization (FOREIGN COMMERCE WEEKLY, Oct. 23, 1961, p. 31), will amount to $6 per gross kilogram plus 30% of c.i.f. value by June 4, 1966.

Colombia curbing inflationary trend; varies export products; controls restrict imports

Business picks up after presidential elections; higher freight rates and import deposits bolster finances; Alliance, auto firms and German investors help domestic industry

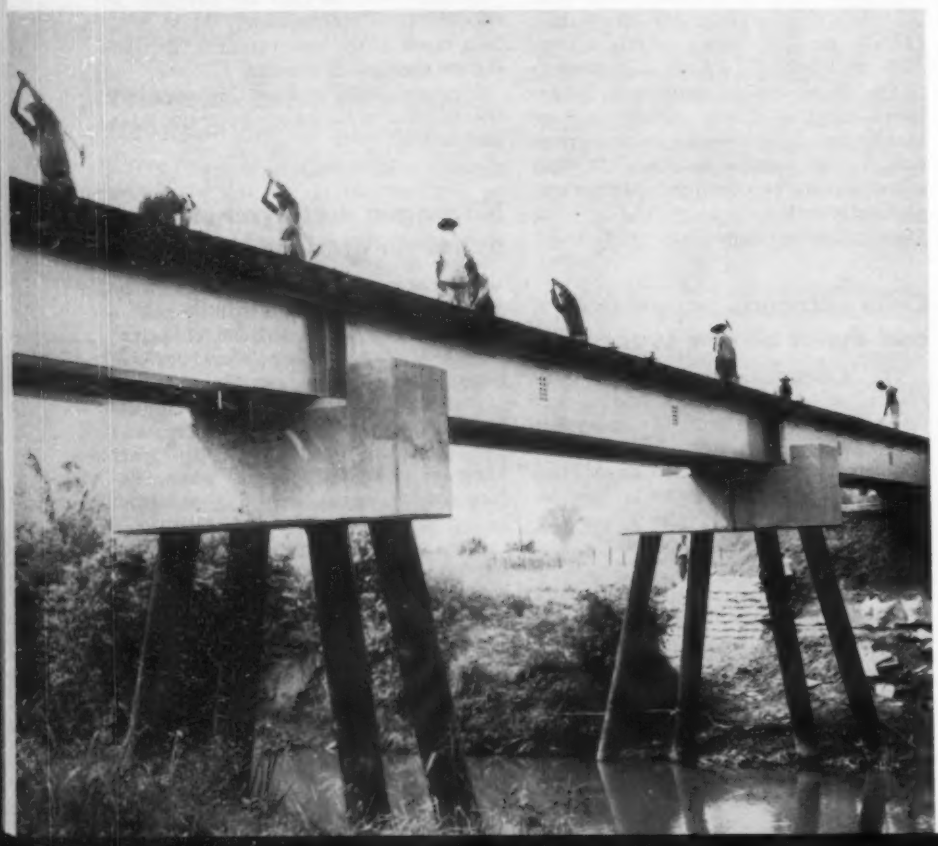
Business conditions in Colombia during April and May remained relatively slow, but with the presidential elections over and a general easing of political tensions in June, the economy began to evidence signs of renewed activity in all aspects of business.

The government has moved to stem potentially inflationary pressures arising from the increase in means of payment during the second half of 1961, and credit generally remains very tight. Under Decree 1216, effective May 15, more than 100 tariff positions were transferred from the free list to the prior license list as part of the Administration's efforts to clamp down on the volume of imports and more effectively control their composition.

Monetary authorities have also been relatively successful in restraining expansion in the money supply during May, making it the third consecutive month that total means of payment have contracted. There has been an overall contraction of about 3% since December 1961. The trend reflects the effectiveness of restrictive measures taken during the first 4 months of 1962, which included the increasing of legal reserve requirements for demand deposits and raising prior import deposits.

Both Central Bank assets and deposits increased during May and June. Member bank reserves, prior import deposits and government deposits were the principal items accounting for the increase.

ROLLING TO THE SEA: Workmen put up a bridge for the new Atlantic Railroad in Colombia, linking Bogota with Santa Marta, the nation's northernmost port on the Atlantic seaboard, some 967 kilometers away. Colombia's stringent monetary reforms are slowing inflationary pressures, and several foreign investment projects are helping her drive toward economic stability and diversification. (World Bank Photo)



Reserves increase

Bank of the Republic holdings of gold and foreign exchange continued to rise during June to $153.4 million, compared with $139 million in May and $137 million in April.

A balance of payments credit of $30 million from the Agency for International Development (AID) was the primary factor in the improved reserve position.

The free market selling rate for the Colombian peso improved again during June. The average for the month stood at 8.81 pesos per dollar, compared with the May average of 8.93, and 8.96 for April. The official certificate rate remained unchanged at 6.7 pesos per dollar. After a sharp increase in the Consumer Price Index during April, the cost of living leveled off during May and remained stationary in June.

Colombia's improved foreign exchange position is attributed primarily to 3 factors:

❶ Registration of contracts for the exportation of coffee recovered noticeably during May and reached a yearly high point in June, both as to quantity and value. The reintegro value of coffee exports has been maintained at $61.50 per 60-kilo sack. Colombia's export quota of 1,806,104 60-kilo sacks under the International Coffee Agreement for the final quarter (July-September) of the quota year was announced. Colombia is participating in the conference which opened July 9 in New York under United Nations auspices to work on a broader coffee agreement.

❷ There has been an appreciable increase in the value of lesser exports as a source of dollars. Cotton, sugar, tobacco, and cotton textiles are rapidly assuming important roles in the Colombian economy.

❸ Due to increased prior deposit requirements, imports have been significant-

ly restricted. Import registrations dropped from $34.5 million in May to $28.9 million in June, the smallest monthly total this year, with export registration increasing from $28.1 million in May to $35.9 million in June. Import registrations in the first 6 months of 1962 reached an unusually high figure of $217.3 million, compared to $209.6 million in 1961, while export registrations declined from $179.5 million to $173.9 million. Actual imports into Colombia for the first 4 months of 1962 totaled $184 million as contrasted with actual exports of $130.5 million.

LAFTA negotiations

Preparations are underway for the second round of Latin American Free Trade Association (LAFTA) negotiations, scheduled to open in Mexico City August 27. The list of products on which Colombia wants to receive concessions during those negotiations was approved and sent to Montevideo on June 27.

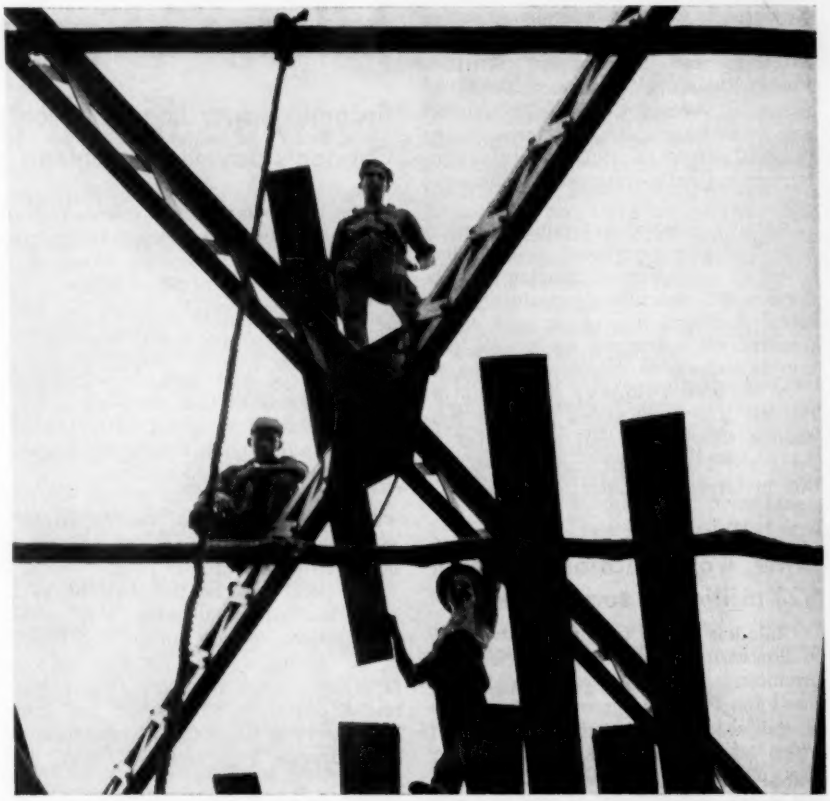
Colombia's Decree 1473, effective June 15, 1962, established maximum prices for sales of imported automotive vehicles and parts and for imported agricultural machinery, implements and parts (INTERNATIONAL COMMERCE, July 16).

Aerovias Nacionales de Colombia (AVIANCA) won its 12th Inter-American Safety Council annual Air Safety Award in 1961 for flying a total of 13,758,666 miles and 397,147,095 passenger miles without a fatal accident.

Higher railway freight rates throughout the country were approved by the Colombian Superintendency of Economic Regulations under Resolution 117 (issued May 2, 1962), in accordance with recommendations of the International Bank for Reconstruction and Development (World Bank) as a basis for further financial assistance to the National Railways. Highway improvements announced by the Ministry of Public Works called for the construction of more than 50 bridges in Colombia at a cost of about $20 million.

Fulton Freeman, U.S. ambassador, turned over 5 tug boats and 2 floating 60-ton cranes for use at several of Colombia's ports to the *Empresa Puertos de Colombia* on May 27. The total value of this equipment is $7.5 million and represents a U.S. contribution to the Alliance for Progress.

A study released by the National Association of Industrialists (ANDI) states



COLOMBIAN FRAMEWORK: Workmen are framed against the sky as they construct one of the industrial projects by means of which Colombia hopes to modernize her coffee-oriented economy. (World Bank Photo)

that about 900,000 kw. of electric power are generated in Colombia annually. A 4-year development plan calls for increasing output to almost 2 million kw. by 1965, and over 3 million kw. by 1970.

Bogota has been selected as the headquarters for the new U.S. Travel Service representative for the North and West Coasts of South America.

Meat packing potential

The Colombian Planning Commission held a meeting recently to discuss a national meat inspection system, due to a growing interest in exporting canned meat. It is believed that Colombia has a good potential in the meat-canning business and can compete effectively in the world market. The lack of a national inspection system in Colombia, however, deters this export trade and automatically eliminates the possibility of exporting meat to the U.S.

A bumper crop for rice, potatoes, corn and beans seems likely in Colombia this year, but may result in low prices and economic ruin for the producers. It is felt that some part of the crop prices can be maintained by exporting. Colombia's ability to export these commodities, however, seems very slight because high costs of production and transportation make them uncompetitive in the world market.

After announcing last month that it was considering closing its Cali plant due to a 4-month strike, Celanese Colombiana signed a collective agreement on June 15. The agreement provided for a minimum daily wage of 9.7 pesos, a general 28% wage increase, and fringe benefits.

New industries

According to the Colombian Chamber of Commerce, 15 enterprises have filed applications for setting up assembly plants to turn out motor vehicles, agricultural machinery, tractors, trailers, and other heavy equipment. Applicants include Ford, Chrysler, G.M., Barreiros Pagos (of Spain), Citroen, Volkswagen,

Mercedes-Benz, Alfa Rameo, Hillman, Leyland, Nissan and Toyota.

The Colombian Finance Corporation reportedly has joined with the German Consortium Phenix-Rheinruhr to set up 2 new companies for development of irrigation and metallurgical activities. Phenix-Rheinruhr is also considering investing in Abonos Colombia, a fertilizer and ammonia plant in Cartagena, whose planned output by 1963 should replace imports currently costing $15 million per year.

Another Colombian-German Consortium is seeking government authorization to set up an industrial complex for production of agricultural machinery, internal combustion engines and heavy construction equipment on a scale permitting exports to neighboring markets.

A 50,000-ton capacity rolling mill at Paz del Rio is scheduled to begin production this month, and is expected to bring about an annual saving of $6 million in foreign exchange.

Chile, 4 other nations buy over $23 million in surplus food

Chile has agreed to purchase over $19 million worth of surplus U.S. agricultural products from private traders under the Food for Peace Program. Largest item in the order is 6.4 million bushels of wheat valued at $10.9 million. The order also calls for about 25,000 bales of cotton worth $3.5 million, as well as lesser amounts of cottonseed and soybean oil, corn, tobacco, seeds and forage.

The agreement provides for purchase of the commodities by June 30, 1963.

In other recently announced agreements, Liberia contracted to buy $1.8 million worth of rice; Republic of Korea agreed to buy $1.43 million in yellow corn and grain sorghums; the Republic of Guinea will take $610,000 worth of wheat, wheat flour, cottonseed and soybean oil, nonfat dry and evaporated milk; and the Republic of China ordered 25 metric tons of anhydrous milkfat or butterfat and about 75 metric tons of nonfat dry milk, costing a total of $39,114.

All contracts for supply of these commodities must be made by November 30, 1962, and delivery must be completed by December 31, 1962.

Information regarding purchasers may be obtained from the embassies of the countries concerned, while other inquiries concerning these authorizations should be directed to the Program Operations Division, of the Department of Agriculture's Foreign Agricultural Service, Washington 25, D.C.

Rising exports softening balance of payments deficit

Second quarter imbalance only half as large as 1961's; Canada's payments problems probably helped U.S. upturn

The U.S. balance of payments picture brightened during the second quarter, as American exports boomed along at a record annual rate of $21.4 billion.

During the second quarter net payments by the U.S. to foreign countries and international organizations in liquid dollar assets, and gold or convertible currencies held by U.S. monetary authorities, amounted to about $300 million. Seasonal adjustments reduce this amount to approximately $250 million.

Therefore, the second quarter balance was only about half of the comparable seasonally adjusted figure of $475 million for the first quarter of the year.

The total for the first half of 1962 after seasonal adjustment was about $725 million, or just under $1.5 billion at an annual rate. This represents a favorable change from the 1961 annual rate of just under $2.5 billion, and from 1958 to 1960 when the adverse balance was between $3.5 and $4 billion per year.

The total net payments of $300 million consisted of a $200 million net addition to gold and convertible currency holdings of U.S. monetary authorities and net transfers of $500 million in liquid dollar assets to foreign countries and international organizations. These transactions include the transfer of $250 million to Canada for Canadian dollars which increased our liquid liabilities as well as our convertible currency holdings.

Record export rate

Merchandise exports, after seasonal adjustment, were nearly $300 million higher than in the first quarter and reached a record annual rate of about $21.4 billion. Merchandise imports expanded by about $140 million to an annual rate of about $16.2 billion. Changes in the merchandise trade amount, therefore, accounted for about $160 million of the favorable change in the balance from the first quarter.

The remaining improvement appears to have been in service transactions, Government grants and capital transfers, and private capital movements. Within the latter category, a major decline was recorded in short-term bank loans to foreigners, but that was partially offset by larger capital flows to foreigners through issues of new securities, and a shift from net purchases to sales of U.S. securities by foreigners. The latter probably reflects the decline in security prices in the U.S., particularly since the end of May.

French repayment

Extraordinary transactions during the second quarter were not a major factor in the improvement of the overall balance. France repaid about $60 million on postwar debts, which had been postponed when she was in balance of payments difficulties.

A major factor in the improved balance of payments during the first half of this year was probably associated with Canada's balance of payments difficulties. The Canadian difficulties may have affected various transactions of the U.S. with Canada, including exports and capital movements. The total effect on the U.S. balance of payments is difficult to estimate on the basis of the material now available.

At the end of June the Canadian Government took strong actions to correct its balance of payments, thus some of the improvement in our balance of payments may be reversed again.

Canadian chemical industry expects another good year

A Toronto Financial Post survey published June 16 indicated that the Canadian chemical industry is expecting higher sales this year, with increases of 5% to 25%. Dollar volume of the Canadian chemical industry in 1961, as reported by the Dominion Bureau of Statistics, was $1.44 billion—an increase of 5.6% over 1960.

Petrochemicals are reported to be the fastest growing branch of the industry, with capital investment in plant and equipment now totaling $450 million.

Booming Singapore continues as prime market for U.S. goods; federation should boost sales

Industrialization drive picks up momentum; new tariff committee not likely to disturb free port status;

Despite its preoccupation with the issue of merging with Malaya and British Borneo into the new Federation of Malaysia, Singapore Government activity in the economic sector is continuing at a high level.

Construction of Government apartments for low income families is continuing at a high rate and will probably continue at record levels. Local production of materials for this building boom is limited, so worthwhile opportunities exist for American exporters of all kinds of building materials.

Chief U.S. exports

Tractors and industrial machinery remain the primary American exports to Singapore. U.S. exports of industrial equipment, in particular, are increasing rapidly, reflecting increasing demands not only in Singapore but also in the trading area served by the island, especially Malaya.

Specific marketing opportunities exist in Singapore for the following American product lines: canned food products, cosmetics, shampoos, tin plate, diesel alternators, soy bean meal, frozen poultry and vegetables, fish, canned fruits, and canned vegetables.

Despite very keen Japanese and European competition, sales opportunities also exist for the following products: powered saws and saw sharpeners, portable electric and air tools, drill bits, and fittings and hardware for private construction projects.

Several trade missions have visited Singapore during the last few months. An Indian trade mission came seeking markets for chemical products; an Australian business group explored sales potentials for paint, jewelry, foodstuffs, apparel, and fertilizers; and a Burmese trade group sought to expand general exports to Singapore. An Indonesian trade delegation arrived in July to discuss Singapore-Indonesian trade relations.

Land clearing at the Jurong Industrial Estate is moving forward rapidly and a substantial portion of the initial clearing phase (1800 acres) has been completed, including sites for the new National Iron and Steel Mill and a ship-breaking yard and wharf.

Industrial applications

A total of 38 applications for industrial sites has been received by the Economic Development Board, which extended assurances that water, power, and if necessary, Government-leased buildings would be available to potential manufacturers.

The Economic Development Board, the Singapore Government's advisor on industrial matters, has also approved $1.3 million in loans to a number of potential industrialists, and has announced plans to establish a small industry institute to give special attention to the problems of small manufacturers in Singapore.

In July the Economic Development Division of the Ministry of Finance announced a scheme for the award of scholarships for technical and industrial training. To be financed jointly by employers and the Government, the scholarships would be granted for schooling promising employees in Singapore or abroad, with emphasis on manufacturing firms. This scheme illustrates the Government's recognition of the need for well trained technicians and industrial organizers in an industrial society.

Tax exemptions

Continuing its incentive program for private enterprise, the Government has awarded pioneer status (exemption from income tax for up to 5 years and other inducements) to manufacturers of brake fluids, switchgears, cables, rubberized coir sheets, glutamic acids, and yeast.

Provisional pioneer status, to be permanent after 30 days unless good reason to the contrary is presented to the Government, was given to manufacturers of animal feedmixes, regenerated lubricating oils, and prefabricated steel framed buildings.

American manufacturers of machinery and equipment for these industries may well find opportunities for sizeable sales.

New tariff commission

As a further inducement to domestic manufacturers, the Legislative Assembly established a permanent Tariff Advisory Committee to replace the previous system of ad hoc tariff committees, thus placing the tariff laws of Singapore on a more permanent basis. The Commission will consider protective tariffs to help local producers, but is not likely to take action which will greatly affect the free port status of Singapore.

Throughout the year, Singapore Government spokesmen have stressed the stimulus which merger with Malaya and British Borneo into Malaysia (see INTERNATIONAL COMMERCE, July 16, 1962) would give to business activity in Singapore. As the established entrepot and financial center for the area, Singapore stands to gain considerably when Malaysia comes into being next year.

IDA loans India $17.5 million for Konya power project

The International Development Association (IDA), has loaned India $17.5 million to finance the second stage of Koyna Hydroelectric Project, which will nearly double the capacity of the electricity system serving the highly industrialized Bombay-Poona area.

This area uses about 18% of India's electric power, which is at present chiefly supplied by the privately-owned Tata power companies. The expansion will increase the Koyna project's capacity to 580,000 kw., helping to satisfy demand which is expected to rise from 514,000 kw. to over 1 million kw. by 1967.

The first 60,000 kw. unit under the nearly-completed first stage came into operation in May 1962.

The second stage includes raising the dam to its designed height of 280 feet above the Konya River bed; constructing a second 40,000 kw. power station at the foot of the dam; installing four 75,000 kw. units to complete the first power station; strengthening the transmission system to Bombay; and building transmission lines to the site of a new aluminum factory to be built 45 miles away at Jaigad on the west coast. The second stage is scheduled for completion late in 1967, at a total cost of $35 million.

U.S. camera sales fall in expanding Italian market; Germans still chief supplier

Overall U.S. photo product sales make good gain; Japanese record big advances in many areas; increased advertising is key to better U.S. showing

In its July 30 issue, INTERNATIONAL COMMERCE *reviewed the prospects of Italy's domestic film industry. The following article deals with the outlook for foreign suppliers of photographic supplies to the Italian market.*

Italy remained a net importer of all photographic equipment and supplies in 1961, increasing its imports by a healthy 29.3% to a total of more than $23 million, according to an Italian trade report.

West Germany, the United Kingdom, and Japan played important roles in this increase, while imports of American still cameras and movie cameras fell off considerably.

Imports of other American-made photographic products increased, however, so that the over-all total from the U.S. showed a good gain. Italian exports reportedly rose by an even more substantial 47.7%, and amounted to over $16 million. Thus, Italy's trade gap in this field did not change notably in 1961.

Cameras and accessories

There is a basic difference in the foreign trade pattern of the Italian photographic industry between equipment, where the emphasis is on imports, and supplies, where exports are heavier although there is still a trade deficit.

Exports of cameras and accessory equipment in 1961 accounted for only about a third of total photographic exports. However, the 1961 figure (4.5 million) represented a 33% increase over the $3.4 exported in 1960.

According to the photographic industry trade association, Italy exports at least half of its photographic equipment production.

Exports in 1961 of movie projectors ($1.4 million) and still projectors ($1.4 million, including enlargers) made up the major portion of total exports. Britain, France, Turkey and Lebanon were the important movie projector buyers while the U.S. took about one-quarter of the still projectors and enlargers, followed by West Germany and France.

In addition to these purchases, the United Kingdom bought substantial amounts of technical equipment and cameras.

Imports of cameras and accessory mechanical equipment during 1961 increased by 32% to $10.4 million, a gain of about $2.5 million. Still cameras accounted for the major portion with over $3.2 million purchased by Italy in 1961, a 19% increase over 1960.

Germany leads, Japan gains

West Germany again captured the largest share of the Italian camera market with 73% of total camera imports. Moving into second place was Japan, with sales totalling $358,400. American camera sales in Italy amounted to $224,000, a drop from $268,000 in 1960.

The whole import picture for the camera and accessory equipment sector of the industry was strongly colored by Japanese activity during 1961. Large quantities of Japanese-made equipment began to appear on the Italian market, especially high quality and relatively high-priced cameras and movie cameras (8 and 16 mm). Traditional exporters to Italy are doubtless carefully watching this competition from the East, since the substantial Japanese gains in 1961 are believed to be continuing at a high rate.

Italian importers point out that West Germany will probably maintain its predominant position in the Italian market, especially as there is a substantial preference by Italian consumers for West German products. Moreover, at present there is no large and effective Japanese sales organization in Italy, and the Japanese have not undertaken extensive advertising.

Japan, along with other countries outside the European Economic Community (EEC), must also meet a 21.8% ad valorem tariff in order to enter the Italian market. West Germany and other members of the Common Market currently pay only a 15% tariff when exporting cameras and accessory equipment to Italy.

The one exception to this rate is for 8-16 mm. movie cameras, where the common duty is 16% and the duty for EEC members is 11.2%. These factors, however, have not lessened the interest of Japanese manufacturers in the Italian market.

An example of their activity could be seen at this year's Milan International Fair where 24 out of the 79 exhibits of cameras and movie cameras featured Japanese products. Italian producers and importers had 27 exhibits; West Germany accounted for 15; the U.S., Switzerland, and France each had 2 exhibits, and Czechoslovakia and Russia had 1 exhibit each.

U.S. movie cameras fall

Italy imported movie cameras valued at $2.2 million in 1961, a small increase over the 1960 figure. Japan replaced the U.S. as the largest supplier, moving its sales up from $528,000 to $689,600. American sales plummeted from $720,000 in 1960 to $465,600 in 1961. This 35.3% drop allowed West Germany to slip into second place with sales of $473,600 in 1961.

Imports of other products, such as enlargers and projectors, flash equipment, and other technical apparatus also increased by strong margins.

Technical apparatus imports rose by 46% to a total of $1.7 million. West German exports again accounted for the largest portion with about $724,800, while the U.S. replaced France in second place with $500,000.

Purchases of foreign-made movie projectors and still projectors (including enlargers) were up 57% and 106% respectively, totalling $1.5 million and $1.1 million in 1961. Austria again sold the largest share of movie projectors, with 36% or $544,000; West Germany came next with $286,400, and was closely followed by Switzerland with $257,600.

For still projectors (and enlargers), West Germany continued to dominate the field, shipping over 70% of Italian imports.

Although relatively small in value, $329,600, imports of aerial photography equipment quadrupled in 1961. Over half of this equipment was supplied by Great Britain.

Italian exports of sensitized photographic materials are expanding at a more rapid rate, although Italy also has a small net trade deficit in this sector.

Official Italian trade statistics showed a 56.2% increase in sensitized material exports in 1961, to a total of $12 million compared to $7.7 million in 1960. A main factor in this strong increment was a $1.7 million gain in foreign sales of both rigid and flexible sensitized, unexposed plates, almost a 27-fold increase over 1960's total of $62,400.

Trade sources state they believe an error in custom's classification might have accounted for much of the striking increase. These sources are quick to add, however, that 1961 was a very good year for exports of these items.

This may be partly due to the Italian Government's incentive policy for exports of sensitized materials, particularly unexposed plates. These plates have the highest refund of turnover taxes when the product is exported, 5.5%, compared to 4.5 to 5% for other sensitized items used in photography. Only 2 Italian firms, both of Milan, manufacture these plates.

West Germany apparently repeated as Italy's best customer for exports of sensitized products, taking $1.5 million in 1960 and $2.2 million in 1961. Most of these purchases consisted of film in rolls. Export statistics for 1961 indicate that the U.S. ($1.3 million) and France $873,600 followed West Germany in total purchases.

Most of the export activity in this sector is due to the well-organized foreign sales efforts of a single firm, which will soon begin a vigorous U.S. advertising campaign in preparation for the opening of its new overseas subsidiary in the U.S.

Imports up 26%

Total Italian imports of sensitized materials in 1961 were valued at $13 million, a 26.6% gain over the $10.2 million imported in 1960. More than half of the 1961 imports consisted of film in rolls.

France was the leading supplier in this area, followed by the U.S., West Germany, and Belgium. Purchases from France in 1961 represented about one-third of Italy's total imports of sensitized materials. Imports from the U.S. went from $1.2 million to $1.3 million in 1961, and will probably remain somewhat stable due to the increased output of European manufacturers and their advantageous trade position within the EEC.

Imports for all categories of sensitized materials increased, especially those connected with color photography. Consumer demand for color films and prints is rapidly rising, but sales of black-and-white items are still selling at a 3 to 1 ratio over color film. Even greater use of color photography materials is expected.

The Italian photographic industry has given pessimistic predictions for its future. Even the apparent reluctance of Italian consumers to adopt the picture-taking habit (a difference which can be easily observed between the Italians and German or American tourists), doesn't mean Italy is a dull market.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

It is still a growing market, and the necessary over-all sales catalyst will be the imports of cameras and other photographic equipment. Foreign producers of such equipment should continue to find little competition from domestic manufacturers. American producers of camera equipment have traditionally run into very strong West German competition in Italy. As noted above, Japanese imports are also rapidly growing, and from the American exporter's point of view they should be watched closely.

Increased advertising is the key to a broader sales base in Italy. At present, some newspaper and mass circulation magazine advertising is being done; point-of-purchase material and a very small number of theater ads are also used.

There is only 1 Italian photography magazine, an attractive but small monthly house publication. American photography magazines cost from 80 to 96 cents.

It may be significant that the section entitled "Il Mondo Fotografa" ("The Photographic World") in the one Italian magazine usually contains a majority of articles or reviews translated from American photography magazines.

Another useful medium which could be given greater attention would be additional displays at the annual Milan Fair and other large horizontal type fairs in Italy, thus acquainting the Italian consumer with more brands and types of American photographic equipment. In addition to the 2 American exhibits in the camera section of this year's Milan Fair, 4 American firms presented exhibits through their Italian representatives.

U.S. can compete

Italian and American sources have both said that American-made sensitized materials can compete successfully on the Italian market. As the Italian consumer's buying power continues to increase and he begins to acquire the picture-taking habit, American products should be able to maintain their present share of the market.

There is some evidence that this share could be increased for technical equipment, projectors, enlargers, and color films.

Although American producers must also consider that German and Japanese still and movie cameras are expected to provide increasingly strong competition in the Italian market, the potentially large Italian market appears to warrant greater attention.

June export hold May level; outstrip last June's showing

June exports of $1,948 million worth of domestic U.S. merchandise inched a little more than $2 million ahead of May's totals, but they were a healthy 16% higher than the figures for June, 1961.

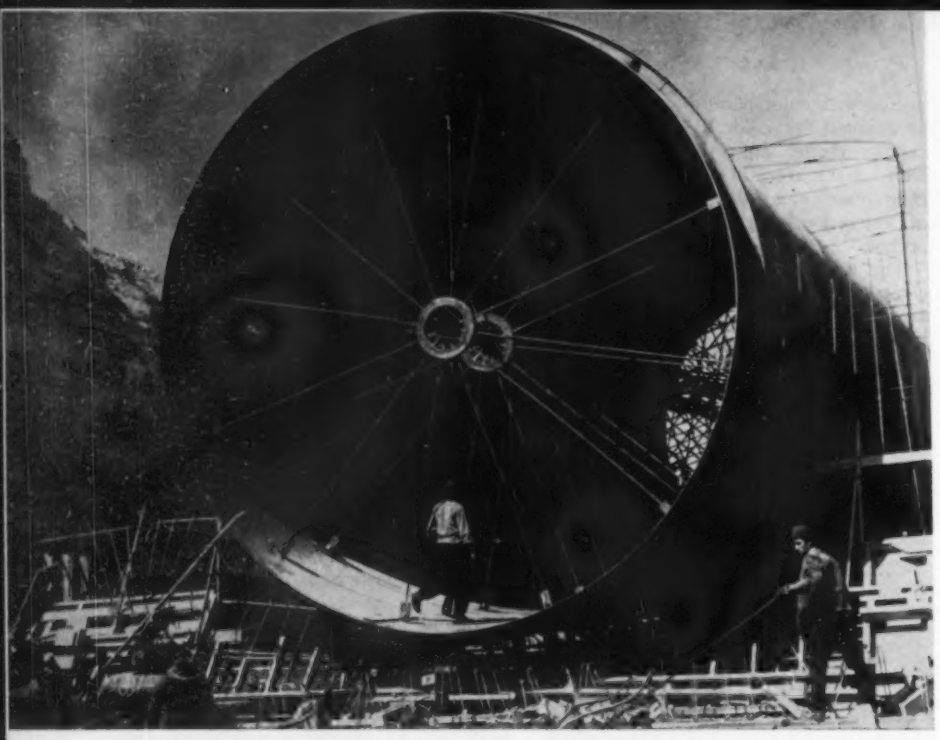
Excluding military assistance and aid shipments June exports totaled $1,872 million, an increase of $6 million over May and 15% over June 1961.

Crude materials jumped more than 5% during the month (from $193.1 million to $204.1 million), due chiefly to a sharp $8.6 million rise in shipments of unmanufactured cotton.

Sales of manufactured items rose by $9 million, with most of the increase concentrated in transport, construction and industrial categories.

Semimanufacturers also registered export increases and manufactured foodstuffs remained near their May levels.

Decreases in wheat and corn shipments resulted in a drop in exports of crude foodstuffs from $215 million to $190 million.



ECONOMY SIZE PLUMBING: A pipe is prepared for installation in one of the diversion tunnels at the Itutinga Dam power project in Brazil. Business conditions in Brazil were good during June, despite the political uncertainty and a quickening of her chronic inflationary pressures. (World Bank Photo)

Politics and inflation harass Brazil's economy; Northeast recovery pushed

Proposed profit remittance bill would discourage non-vital investment; business performance remains generally good

Economic events in Brazil during June were overshadowed by the political maneuvers surrounding the change of Cabinet and the resulting confusion.

The June 26 resignation of the Federal Cabinet, required by the Constitution because most of the members intend to run for office in the October election, muddled the political situation.

The efforts to select a new Prime Minister and Cabinet were accompanied by threats of a general strike and unrest over food shortages in major cities.

The first of President Goulart's nominations for Prime Minister was rejected by the Chamber of Deputies on June 28 and political maneuvers to select an acceptable candidate continued into July. A second nominee was confirmed but was forced to resign within 2 days because he couldn't form a Cabinet. In mid-July Brochado de Rocha was finally approved as Prime Minister.

Inflation increases

Inflation continued to plague the economy. A 40% federal salary increase and a law requiring employers to pay a "thirteenth month" wage as a Christmas bonus were expected to have further inflationary effects.

The cost of living in Rio de Janeiro increased by 3.5% in June, bringing increase during the first 6 months to 18.2% against 12.3% for the corresponding period of 1961.

During June the Bank of Brazil maintained its exchange rate of 358.5 cruzeiros per dollar but adjusted this to 365 at the end of the month. The rate in the so-called "parallel" or "cambio" market fluctuated between 403 and 445 during June, but dropped to over 500 cruzeiros per dollar during July.

Profit remittance bill

The Joint Congressional Committee on the Profits Remittance Bill produced a proposed compromise bill substantially modifying the bill passed by the Chamber of Deputies in November 1961.

The proposed bill, which was passed by the Senate on July 13, would place certain limits on remittances for patents, trademarks, and royalties; limit remittances on investments for the production of luxury goods and services to 8% of paid-in capital; would generally discourage investment of lesser importance to the Brazilian economy (with the degree of economic importance to be spelled out by the Cabinet); and would permit the restriction of profit remittances in the event of grave balance of payments problems.

Business conditions continued generally good during June, although the large seasonal increase of the preceding 3 or 4 months appeared to have leveled off. Sales volume in Rio de Janeiro and Sao Paulo increased only by about 1% over May, when it had expanded by 10%.

Industrial production in June appeared to hold at about the same level as in the preceding month.

Machinery fair

At the Third National Heavy Machinery Fair held in Sao Paulo during the month, more than 180 manufacturers exhibited an impressive range of products including heavy electrical equipment, railway freight and passenger cars, automatic high-speed lathes, machine tools, road building machinery, rolling mills, and machinery for the paper and textile industries.

Volkswagen do Brasil S.A. inaugurated a modern light metals foundry shop near Sao Paulo with a daily production capacity of 11 metric tons of magnesium and 6 metric tons of aluminum. These facilities will enable Volkswagen do Brasil to raise the locally manufactured parts

content of its vehicles to nearly 98% by weight.

Material Ferroviario S.A. (MAFERSA), an important Sao Paulo manufacturer of railway rolling stock, submitted a petition for a creditors' agreement for total liquidation of its debt. MAFERSA operated under licensing agreements with French and U.S. firms, manufacturing railway passenger and freight cars, forged wheels and axles for locomotives, passenger cars and trucks, bus seats, and aluminum and stainless steel window frames and shutters.

Reports indicate that the Brazilian National Economic Development Bank, an important creditor of the firm, may assume control of the company and continue its operations.

Domestic tax incentive

Before resigning, the Council of Ministers approved a decree under which entirely Brazilian-owned firms would be eligible to deduct up to 50% of income tax due on investments in Northeast Brazil for projects considered by the Superintendency for the Development of the Northeast (SUDENE) to be in the interest of that region's development.

The amounts to be deducted would be deposited with the Bank of the Northeast to be released only with the consent of SUDENE. The decree requires that applicant companies have no foreign participation in their paid-in capital and forbids participation of companies with foreign capital registered by the Superintendency of Money and Credit (SUMOC.)

Food shortage continues

Shortages of beans, rice, and sugar in the local markets continued through June and into July. Although adequate supplies are apparently available within the country, the shortages are reported to be caused by chronic distribution problems, profiteering, and deliberate withholding of food stocks from the market to force price control authorities to raise prices.

The national coffee eradication program got under way in Sao Paulo State in the last week of June. The goal is to replace 2 million trees with 400,000 trees producing higher quality coffee, reducing total output while improving the export earning potential and releasing land to other crops.

BURROWING IN BRAZIL: Workmen lay pipes to carry water to the Forcavara power plant, 1,000 feet underground. This project was designed to furnish increased power to Rio de Janeiro and Sao Paulo. Recent political events in Brazil have clouded prospects for substantial economic gains. (World Bank Photo)

U.S. expands share in Sierra Leone's developing trade

Britain retains lion's share, but U.S. sales jumped 50% in 1961

Sierra Leone's external trade for the year 1961 hit an all-time high when imports reached $91.1 million and exports totaled $70.4 million.

Despite depressed world prices in agricultural products which caused a 3% drop in exported farm products, the West African Protectorate's total trade rose 10% over 1960. Imports increased 23.5% over 1960.

Sierra Leone increased its coffee exports to the U.S., although total exports slipped $7,000 in 1961. Although exports to the U.S. were valued at $1.37 million (only 2% of the export trade), it is the fourth largest customer for Sierra Leone's exports.

U.S. imports increased from $1.98 million in 1960 to $3.2 million in 1961. Food, heavy equipment and parts, and home appliance imports increased noticeably. Flour, canned foods, tires, ready-made clothing, and office furniture also continued to be significant imports.

British dominate trade

The United Kingdom remains Sierra Leone's largest trading partner, participating in 60% of its total trade. This, however, represents a slight decrease from 1960.

Imports from the U.K. amounted to $40.8 million, while exports were valued at $55.7 million.

Trade with the Netherlands, Sierra Leone's second largest trader, totaled $11 million. Imports from the Netherlands were mainly food items such as fish, milk, onions, and potatoes, while exports consisted of Sierra Leone's entire cocoa production, other agricultural products, and iron ore.

Japan exported $8.6 million in cotton and synthetic fabrics to Sierra Leone and at the same time increased its share of the country's import trade by 7.5%.

German trade with Sierra Leone increased from 3.5% in 1960 to 5.3% in 1961. Imports from Germany were mainly beer and automotive equipment, while exports to Germany were agricultural products and increasing supplies of iron ore.

6 private banks join $2 million IFC loan to Colombian textile firm

Part of $13 million expansion program begun in 1959; old firm supplies nearly half of nation's textile needs

In cooperation with 6 private banks in the U.S., Switzerland and West Germany, the International Finance Corporation (IFC) has committed $2 million to Compania Colombiana de Tejidos, S.A. (COLTEJER), the largest cotton textile manufacturer in Latin America.

The transaction will provide assistance to a project of value to the Colombian economy, link leading banking houses on 2 continents with one of Colombia's pioneer industrial companies, and channel both U.S. and European capital into Latin American development at a time when broadened financial support is one of the objectives of the Western Hemisphere nations cooperating in the Alliance for Progress.

The 6 participants are taking up by far the greatest part of IFC's commitment; their participations amount to $1,725,000, or about seven-eighths of the total.

The $2 million investment will help COLTEJER finance a $13 million modernization and expansion program started in 1959. The company supplies nearly half of all cotton goods consumed in Colombia, and about a year ago began exporting small quantities of cotton goods, especially to other Latin American countries and to Africa.

Long established firm

COLTEJER was one of the first manufacturing enterprises to be established in Colombia. It was founded in 1907 as a joint stock company, and today is owned by some 30,000 shareholders. In its textile and other plants, all located in the area of Medellin, it employs some 8,200 persons. At the end of 1961, its total assets were about $43 million and its net worth was about $24 million.

The IFC felt that in view of the quality of the company—its size, strength and general financial reputation—IFC could enlist substantial participation in its investment by other banks, and that such participation not only would assist the company, but also would give a useful demonstration of investor confidence in Colombia and its future.

Two participants in the transaction, Handelsfinanz A.G.—Zurich and Bankhaus Burkhardt & Co., are well-established European banks; the U.S. institutions are international investment affiliates of widely-known commercial banks. Chemical Overseas Finance Corporation is an affiliate of Chemical Bank New York Trust Company; New World Development Corporation, Ltd., to Philadelphia National Bank; First Pennsylvania Overseas Finance Corporation to First Pennsylvania Banking and Trust Company; and Continental International Finance Corporation to Continental Illinois National Bank and Trust Company of Chicago.

AID to assist Taiwan repair typhoon damage

The U.S. will assist the Republic of China (Taiwan) in repairing damage caused by Typhoon Opal which struck the island August 5.

The Agency for International Development, has announced that AID is providing the equivalent of $625,000 in AID-generated Taiwan currency to help rebuild homes and schools.

Reports from Taiwan indicate that Opal destroyed numerous schools and public buildings and an estimated 4500 homes.

SUGAR IMPORT RULES MODIFIED

The Agriculture Department has modified the sugar import regulations to permit importers to reserve quotas and fix the rate of import fees on specified quantities of sugar as much as 110 days prior to shipment or 155 days prior to actual import of the sugar. Copies of the amendment are available from the Sugar Division of the Agriculture Department's Agricultural Stabilization and Conservation Service, Washington 25, D.C.

U.S. help restores drinking water to Solomon's Pools

Army pipe carries water to pools supplying Jerusalem and Bethlehem

Biblical Solomon's Pools, which normally supply Bethlehem and Jerusalem with most of their drinking water, would have run dry by August 15 if a dramatic project had not been undertaken by the U.S. Agency for International Development (AID) and the Jordanian Government.

Without decisive AID action, Jordan would have had to initiate strict water rations for the 130,000 residents of the 2 ancient cities which are supplied by the Pools, built by King Solomon and used continuously since before Christ.

To avoid their running dry, AID arranged for 200,000 feet of U.S. Army pipe to be shipped from France to Jordan early in July. On July 14, 10,000 pieces of the steel pipe were unloaded at the port of Aqaba, and immediately sent by truck to the water-short area.

Within 36 hours after its arrival the pipe had connected Solomon's Pools with a recently dug well south of the city of Hebron. Water will be pumped the 20 miles from Hebron to keep Solomon's Pools filled.

Water resources emphasized

Since the start of the aid program in Jordan in 1951, the U.S. has emphasized the development of Jordan's water resources. In cooperation with the Jordan Government, AID is building the East Ghor Irrigation Canal, which will divert water from the Yarmouk River and a number of small streams, to irrigate 30,000 acres of land.

AID is also financing dam and canal construction, water exploration, and a special program that has resulted in restoration of many ancient cisterns and wells throughout Jordan which had not been used for centuries.

It is AID's policy to insure that at least 80% of foreign aid funds return to the U.S. through procurement orders for American equipment and material.

4 Europeans lose U.S. export rights; sent X-ray shipment to Red China

The Department of Commerce has denied U.S. export privileges to 4 businessmen in West Germany and Sweden for illegally shipping U.S. X-ray tubes and related equipment to Communist China.

The order, issued August 13, 1962, was based on findings that Gerhard Louis Herzfeld, with offices in Hagersten, Sweden; Alfred Rimberg, with offices in Stockholm, Sweden, and Hamburg, West Germany; and Ferdinand Bernstein and Willi August Richard Springer, both of Hamburg, West Germany; diverted and transshipped U.S.-manufactured material to communist China, when they knew the goods could not be sent there under U.S. export control regulations.

The Bureau of International Programs found that from August 1958 through April 1959 Herzfeld ordered $14,600 worth of X-ray tubes and related equipment from a U.S. manufacturer. He concealed from the U.S. supplier that his customer was in Communist China, saying instead that Rimberg in Hamburg was the ultimate consignee for the material. The U.S. company carried out his orders and shipped the goods to Hamburg.

Herzfeld, believing that the U.S. goods could not readily be transshipped from Sweden to Communist China, arranged with Rimberg and Bernstein to take delivery of the U.S. shipments at Hamburg and send them on to Communist China. The Hamburg parties used Springer as their forwarding agent, despite their knowledge and specific notifications that the U.S. export control regulations prohibited transshipment of the U.S.-made products to Communist China.

All respondents answered the charging letter except Springer, who was found in default. The order denies them all U.S. export privileges for the duration of export controls, although Herzfeld, Rimberg and Bernstein may apply for reinstatement of their privileges after 2 years. These respondents cooperated during the investigation.

The denial order prohibits the named offenders, and all other persons and firms related to them, from ordering, receiving, disposing or otherwise participating in U.S. exports, either directly or indirectly. It further states that no export or related service involving U.S. goods may be performed for them by any person or firm.

New York company gets AID contract for Nepal project

Consulting firm will send 3 men to advise Nepalese government

The Agency for International Development (AID) has contracted with a New York consulting firm to help launch a wide-ranging technical assistance project aimed at the industrial development of Nepal.

To carry out the advisory and assistance service, the foreign aid agency has awarded a 2-year, $270,000 contract to C. W. Robinson and Company, consulting firm located in New York City.

Working through the Nepal Industrial Development Corporation, the Robinson firm will advise and assist the Nepalese government in increasing productivity and employment, improving the standard of living, and aiding existing enterprises by trying to solve its management, production, marketing and financial problems.

During the 24-month program, which begins immediately, the contractor will provide the services of 3 technicians in Nepal besides project support from the New York office.

This program in Nepal, a nation situated between India and Communist China, represents part of the U. S. technical assistance program administered by AID in the developing lands of the world. Terms of foreign assistance agreements provide that American firms and institutions have an opportunity to receive service or supply contracts, thus keeping approximately two-thirds of U. S. foreign aid money within the American economy.

Cooley loan helps set up first Greek fiberboard plant

Company will also buy $1.25 million in U.S. equipment

A group of American investors will set up the first fiberboard plant in Greece with the assistance of a $600,000 local currency "Cooley" loan from the Agency for International Development (AID).

The Greek-based enterprise which will operate under the name of Xelopan Industries, is the joint undertaking of Spyros Skouras of New York, Thomas and John Pappas of Boston, and the Superwood Corporation of Duluth, Minn., who also will invest $1,250,000 in U.S. currency for equipment to be procured in the U.S.

AID is lending the Xelopan company the equivalent of $600,000 in U.S.-owned Greek drachmas, which were received from the sale of U.S. agricultural commodities to Greece under PL 480. They are being lent for the new enterprise under provisions of the Cooley amendment to PL 480.

The amendment authorizes AID to make local currency loans to private enterprise for development projects in newly developing countries.

In making the loan to Xelopan, AID is providing a market for unused Greek forestry products and also helping Greece to use its foreign exchange for other imports.

The drachmas will be used by Xelopan to finance local supplies and labor needed for its plant in Greece. The loan is repayable in 7 years at 6% interest.

The Superwood Corporation will hire and train 100 employees, Greece's first fiberboard production workers. Xelopan will produce about 20,000 tons of Fiberboard products a year.

GREEN COFFEE IMPORTS

June green coffee imports were 205.1 million pounds, valued at $63.5 million, compared with 270.4 million pounds valued at $91.3 million in June 1961.

$15 million IDB loan will expand Northeast Brazil's electric power through Alliance for Progress

Should help attract industry to power-poor Northeast; Bank has loaned more than $500 million since start in 1961

The Inter-American Development Bank (IDB) has announced approval of a loan equivalent to $15 million from its ordinary resources to help expand electric power facilities in Northeast Brazil. Much of the material and equipment needed for the project is expected to be purchased from U.S. manufacturers.

The Brazilian credit brings the total amount of the 116 loans approved by the Bank since it made its first one in February, 1961, to more than $500 million. The loans have been extended from the Bank's own resources and from the Social Progress Trust Fund, which the Bank administers for the U.S. Government.

The borrower of the latest loan is Companhia Hidroelectrica do São Francisco (CHESF), a mixed government-private corporation. It was founded in 1945 by the Brazilian Government to generate, distribute and sell electric power within a radius of 450 kilometers from its plant, located at Paulo Afonso on the São Francisco River in Northern Brazil.

Expansion program

CHESF is undertaking a $42 million, 3-year expansion program calling for 480,000 kw. of additional generating capacity, more than doubling CHESF's present 330,000 kw. generating facilities and supplying the area's foreseeable electric power needs through 1970.

In addition to increasing generating facilities, the project provides for construction of 2 additional transmission lines from Paulo Afonso to Salvador and Recife, expansion of secondary transmission lines, building additional substations and the installation of auxiliary equipment.

The IDB loan will cover 36% of the cost of the project and will finance most of the cost of imported machinery, equipment and components needed for the expansion program. Specifically it will be used for the purchase of 3 turbines, 3 generators, the material for transmission lines, transformer substations and other general equipment.

Alliance project

The São Francisco electric project, which falls within the framework of the Alliance for Progress, is basic to the development of the Northeast. The generation of electric power in the underdeveloped Northeast has increased considerably during the last decade, but it has grown more slowly than in the more advanced region of the South and Central States, where nearly 80% of the country's generating capacity is located.

One of the great obstacles to a more accelerated rate of growth of the industrial sector in the Northeast has been the lack of adequate electric power. Although the region contains more than one-third of Brazil's total population, total income in 1959 was only one-seventh of the total for the country. Only 12% of the Northeast's income originated in the industrial sector.

The Development plan for the Northeast is predicated on an expansion of CHESF's services, because industries will not be attracted to the area unless there is abundant power.

Power supplied by the project will serve the industrial area near the Petrobras oil fields in Bahia and several industrial projects in the states of Pernambuco and Paraiba, including a new synthetic rubber plant which has also received a loan from the Inter-American Bank.

CHESF's expansion program consists of 2 sub-projects. The first is the expansion of the Leste System, which at present provides 98% of the company's generating capacity. The other is that of the Regional Systems which consist primarily of transmission lines to the more sparsely settled areas of the region. The Bank's loan will aid the Leste System.

The loan will be made in dollars or in other currencies available to the Bank, except cruzeiros. Up to the equivalent of $3 million of the loan will be extended in freely convertible lira.

'Cooley' loan helps build drug plant in Istanbul

Wyeth subsidiary will make baby foods and drugs for local market

A modern pharmaceutical plant will be constructed in Istanbul, Turkey, with the assistance of a local currency "Cooley" loan from the Agency for International Development (AID).

AID will lend the equivalent of $1,178,000 in U.S.-owned Turkish lira to help finance the project.

The borrower and builder of the Istanbul plant will be Wyeth Laboratuvarlari A.S., a Turkish subsidiary of American Home Products Corp., a U.S. pharmaceutical firm which does an international business.

Cooley loans are made by AID from local currencies the U.S. receives from the sale abroad of U.S. agricultural commodities under Public Law 480, the Food for Peace program. Designed to encourage private American and local business investors to use these funds for development projects in newly developing countries, the program is named for Representative Harold D. Cooley of North Carolina, who sponsored the amendment authorizing the program.

University of California to train AID specialists

The University of California (Berkeley) has been awarded an $83,680 AID contract to assist in training community development specialists for assignments in countries of Southeast Asia.

The trainees will be assigned to work in countries of Southeast Asia after successfully completing this course, which is being established to fully prepare such individuals to deal with problems of community development in that critical area of the world.

The training program at the Berkeley campus will begin in mid-September and will continue for approximately 4 months. AID is expected to nominate up to 18 trainees.

Terms of U.S. foreign assistance agreements provide that American institutions or businesses have an opportunity to receive service and supply contracts involving the overseas areas.

AEC receives bids on nuclear power plants for Euratom

To be completed by end of 1965; GE and Westinghouse to supply

The Atomic Energy Commission has received 2 proposals for new power reactors which would be in operation by December 31, 1965, for participation in the U.S.-Euratom Joint Reactor Program. The bids were in reply to the AEC's invitation which closed on August 1.

The most recent proposal was submitted by the German firm Kernkraftwerk RWE-Bayernwerk G.m.b.H., for a 237 mw., boiling-water reactor plant located near Guenzburg on the upper Danube River. The principal suppliers for this plant would be Allgemeine Elektricitatsgesellschaft, Hoch-Tief A.G. fur Hoch-und Tiefbauten, and International General Electric Operations S.A.

A previous proposal received from the Franco-Belgian group, Societe d' Energie Nucleaire Franco-Belge des Ardennes (SENA), has already been accepted for inclusion in the joint reactor program. This power plant will be located at Chooz, France, near the Belgian border, and will utilize a 210 electrical mw., pressurized-water reactor which may be capable of a subsequent power increase to 242 mw.

Among the principal contractors are Societe Franco Americaine de Constructions Atomiques (Framatome) and Westinghouse Electric International Company.

The Italian Societa Elettronucleare Italiana S.p.a. (SELNI), which is already constructing a pressurized-water reactor of over 200 electrical mw.-capacity near Trino Vercellese, Italy, has also applied for admission in the joint reactor program.

Under an earlier joint reactor program invitation issued on April 13, 1959, for reactors to be in operation by Dec. 31, 1963, a proposal had been accepted from the Italian Societa Elettronucleare Nazionale (SENN) for operation of a 150 electrical megawatt boiling-water reactor.

This reactor, which is being constructed at Ponta Fiume, near Naples, Italy, as a joint venture of International General Electric Operations S.A., Ansaldo and Terni, is well advanced in construction and is expected to go critical before the end of the year.

Field office chief is quite a guy!

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

PHOENIX, ARIZONA—The Department of Commerce has thirty-four Field Offices scattered from Honolulu to Boston. Take this one out here for instance. The manager is quite a guy.

Some day sit with him for luncheon in the Cloud Club, which is an odd name for a club in a community that sells sunshine, but make note of the people who stop at your table. You'll meet the operating heads of the Phoenix divisions of Motorola, General Electric and Garrett. You'll visit with the Infilco people and the scientists from AiResearch, a specialized division of Garrett.

You'll also meet the retailers, distributors, and manufacturers of everything from drip-dry bridal veils to tongue depressors. He knows them all.

George Christie is the manager—a handsome, entertaining man with a grey mustache who looks a lot like Lewis Stone at a hundred dollar mutual window. He wears a western lanyard that meets at the collar with a clasp made from a blue Mexican stone called marcosite.

"The wealth of this part of the world," he tells you, "is in its ground."

"Except for that sun a billion miles away," he says almost as an afterthought.

George Christie is an old hand from the Brooklyn *Eagle*, who besides many years in the banking business, recounts a delightful and interesting early career as a sports reporter before the Dodgers were the Bums and who covered the 1916 World Series when Babe Ruth was the pitcher who helped win the title for the Boston Red Sox. He was a friend of Jess Willard and a colleague of H. V. Kaltenborn.

We asked about Arizona exports.

"We've got everything, but we're new," he states. "Until Hawaii and Alaska came in, we were the youngest state. This country has blossomed like the desert in springtime, but it's all very youthful.

"We've got computers, construction—Del Webb has just organized an international company—and special electronic equipment by the plane load. We ought to know a lot about air conditioning and we've got people who make a lot of it for sale to other warm spots around the world.

"This is good country for the manufacture of lots of products like glassware, which hasn't even commenced.

"We're saving them space," he grins.

"Anyhow," he says, "in talking to the manufacturers we have out here we don't even mention the outflow of gold or try to go the grand opera route.

"We talk about when they sell in Detroit, Buenos Aires, Duluth or Zurich, they get a greater volume and so they make more money.

"Businessmen understand this. The balance of payments is somebody else's problem."

Quite a guy, this Christie, a near-native in a fabulous country where you're an old-timer if you've been there longer than the man you're talking to.

New Books and Reports

Maharashtra: An Economic Survey for 1961-62. Government of Maharashtra, Finance Department, Bombay, India. Government Central Press, Bombay. 57 pp. No price indicated.

This booklet presents a broad assessment of progress in economic development in Maharashtra State during the Second 5-Year Plan (April 1956-March 1961) and the first year of the Third 5-Year Plan, 1961-62. According to the study, total State income and per capita income increased respectively by 31% and 15% during the Second Plan, both considerably higher than the all-India rates, but suffered a marginal decline in 1961-62 because of shortfalls in agricultural production.

The first in a proposed annual series of such economic surveys, the report contains useful information on developments in key sectors of the economy and examines aggregate trends in investment, production, income, employment, prices, and cost of living. A statistical supplement contains 18 statistical tables and 9 charts.—**J. H.**

Current Foreign Exchange Information: at December 1961. Published by Price Waterhouse & Co. January, 1962. 34p. Free.

This guide presents a brief outline of some of the more important topics concerning foreign exchange transactions in the currencies of 44 foreign nations. Not an exhaustive study, it is intended to furnish general information for use in consolidations and to answer some of the other broad questions which may arise.

It outlines the restrictions on transferring local funds into U.S. dollars by way of dividends, limitations governing the settlement of U.S. dollar obligations between U.S. parent companies and foreign subsidiaries, and the exchange rates in effect on December 31, 1961.

Price Waterhouse has also prepared or is preparing free information guides for doing business in 32 countries in which the organization has offices.

World Railways: 1961-62. Seventh edition. Edited and compiled by Henry Sampson. Sampson Low's "World Railways," Ltd. London. 514 pp. $20.

An indispensable reference work for anyone whose business or personal interest lies in railroading. Put out by the publishers of Jane's Fighting Ships and Jane's All the World's Aircraft, the book is characterized by the same thoroughness and attention to detail which have made them the definitive works in their fields.

Its first section is a 127-page tabulation covering almost 1,500 railways in 110 countries. The information is broken down into 32 categories covering numbers of locomotives, freight and passenger cars, track mileage, electrification data, freight movement, passengers, average and maximum speeds, financial data, maximum curvature, gradient, altitude and allowable axle load, and the total number of persons employed.

The book's second section is its chief part, and comprises 246 pages of illustrated reports on recent progress and proposed developments on all the world's railways, together with details of the rolling stock employed in each country. For background information it also contains a statistical summary of the economic development and physical characteristics of each country.

A 30-page section covers the underground rapid transit systems in 34 of the world's largest cities. The final section is traditionally devoted to the diesel engine, and this issue describes the engines produced for rail traction in 13 of the world's most advanced industrial countries.

All told, the book contains 440 pages of editorial matter, 677 photographs, 141 maps and 153 loading gauge diagrams.

Copies may be ordered in the Western Hemisphere from Simmons Boardman Books, 30 Church St., New York 7, N.Y.

International Legal Materials. Published by the American Society of International Law. Washington. August 1962. 196 pp. $4 ($3 to members).

An experimental first offering of a publication designed to provide prompter access to the basic documents in international legal affairs. The editors hope that demand will warrant evolving the publication into a systematically organized periodical.

Copies may be ordered from the American Society of International Law, 2223 Massachusetts Avenue, NW., Washington 8, D.C.

U.S. Private and Government Investment Abroad. Edited by Raymond F. Mikesell. University of Oregon Books. Eugene, Oregon, 1962. 599pp. $10.

A scholarly appraisal of all aspects of U.S. investment abroad, this book contains the results of original research undertaken by several economists.

It includes studies of the several categories of private investment, such as bank loans, direct investment and the purchase of foreign securities; regarding public investment it covers the various types of U.S. Government loans abroad together with those of lending institutions of which the U.S. is a member.

The book provides an approach in depth in that it grapples with major economic policy issues arising out of our foreign investment experience rather than simply attempting a broad survey of this experience. The authors do not hesitate to use economic theory and analysis in dealing with technical problems.

The final chapter brings the analyses and conclusions of earlier sections to bear on the major foreign investment problems facing U.S. Government and Business, concerning both the role of public and private capital in promoting the economic welfare of less developed countries and the impact of foreign investment on our national economy and welfare.

Anuario da Industria de Maquinas (Machine-tool annual). Published in Portuguese by Editora Banas S.A. Sao Paulo, Brazil, 1962. 339 pp. $20.

A comprehensive listing of Brazil's machine tool firms, giving their recent financial histories, specific lines of business, names of officers and other information of interest to Americans doing business in Brazil.

The same firm also publishes, presumably in Portuguese, the following books on Brazilian business: Brazil 1962 (business review); Pulp and Paper Industry; Pharmaceutical Industry; Transports; Chemical Industry; Iron and Steel Industry (with a Latin American Supplement); Construction Industry; Who's Who in Brazilian Business (38,000 names); Machine Tool Industry; Plastic Industry; Banking and Investment Companies; and Foreign Capital in Brazil (2 vols.). All volumes sell for $22.50 except the last, which costs $35.

The same firm also publishes a weekly business bulletin in both English and Portuguese. These publications may be ordered from Editora Banas S.A. at 542 Rua Rego Freitas, Sao Paulo, or at 20 Rau Senador Dantas, Rio de Janiero.

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Calendar *for international traders*

August

23-25—Annual Convention, Mississippi Assn. of Chamber of Commerce Executives, **Biloxi, Miss.**

30—Farm and Home Week, Clemson College, **Clemson, S.C.** Theme: "Foreign Markets for Farm Products," "Export Potential for Poultry Products."

September

5—Executive Program in Business Administration, Arden House, Columbia University, **New York, N.Y.**

5—Conference on Developing and Expanding Export Business, Student Center, Colorado State University, **Fort Collins, Colo.** Sponsors: Colorado State University; Colorado State Chamber of Commerce; Denver Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, **New York, N.Y.**

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, **Cincinnati, Ohio.**

12—International Trade Seminar, **Oklahoma City, Okla.** Sponsor: Oklahoma City International Trade Club.

13—Export Expansion Workshop, **Fort Worth, Texas.** Sponsor: First National Bank of Fort Worth.

13—First meeting of newly-formed Lehigh Valley Foreign Trade Club, Bethlehem Club, **Bethlehem, Pa.**

14—World Trade Seminar for Government Employees, Benjamin Franklin Hotel, **Philadelphia, Pa.** Sponsors: U.S. Civil Service Commission, Philadelphia Federal Executives Assn.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, **Chicago, Ill.**

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, **St. Louis, Mo.**

15-23—Eastern States Exposition, **West Springfield, Mass.**

18—Export Seminar, Bradley University, **Peoria, Ill.** Sponsors: Illinois Committee on Trade Expansion, Central Illinois Idustrial Assn.

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, **Washington, D.C.**

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, **Philadelphia, Pa.** Commerce Speaker: Secretary Luther H. Hodges.

21—Executives Export Trade Program (First of 10 Sessions), University of Houston, **Houston, Texas.** Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

22-29—State Fair of Oklahoma, **Oklahoma City, Oklahoma.**

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, **Dallas, Tex.** Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, **Albany, New York.** Sponsor: Albany Chamber of Commerce.

25—Second Export Trade Workshop, **Shreveport, La.** Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council.

25—Foreign Trade Educational Workshop (First of 7 weekly meetings), Travelers Insurance Building, **Boston, Mass.** Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass. Dept. of Education; Boston Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. of New England; U.S. Small Business Administration; U.S. Department of Commerce.

25—Export Trade Seminar (opening session of 10 week course), Temple University, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia, Inc.; U.S. Small Business Administration; U.S. Department of Commerce.

25—Meeting and showing of film "The Trade Fair Story," Franklin Park Rotary Club, **Franklin Park, Ill.**

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, DuPont Plaza Hotel, **Miami, Fla.**

27—Dinner Meeting, World Trade Club of St. Louis, Fred Harvey's Restaurant, **St. Louis, Mo.**

27—World Trade Seminar, **Tulsa, Oklahoma.** Sponsor: World Affairs Committee, Tulsa Chamber of Commerce.

27—Conference on Africa, Georgetown University, **Washington, D.C.**

27—World Trade Workshop, **Fort Lauderdale, Fla.** Sponsors: Fort Lauderdale Chamber of Commerce; Miami Field Office.

28—World Trade Workshop, **West Palm Beach, Fla.** Sponsors: West Palm Beach Chamber of Commerce; Miami Field Office.

October

1-5—Western Tool Exposition and Conference, Pan American Auditorium, **Los Angeles, Calif.**

1-5—Northeast Commerce and Industry Exposition, Commonwealth Armory, **Boston, Mass.**

3—Dinner Meeting, American Society of Mechanical Engineers, Mellon Hall, **Pittsburgh, Pa.**

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